

MANUFACTURERS RECORD

Strike Off the Shackles

EVER since Karl Marx the world has suffered because of an illusion that through excessive taxes the burden of huge government spending could be thrown on the shoulders of the well-to-do.

Thoughtful economists believe that the upper bracket income tax rates are now above the rates of maximum return. But the worst harm done by present confiscatory rates is not that they reduce government revenue, but that they discourage the most productive among us from producing and earning as much as they could and would produce and earn otherwise.

Because they were permitted, before the days of confiscatory income taxation, to keep a reasonable amount of the fruits of their own efforts, men like Thomas A. Edison, Alexander Graham Bell and Henry Ford were able, with their capital and ability, to improve not only their positions but also to lift the standards of living of all other Americans to heights never equalled anywhere else in the world.

The basic human right to own and keep what one earns has been violated through confiscatory taxation since the passage of the 16th Constitutional Amendment. This condition can be corrected. Business men, especially in the South where opportunities abound, should do everything possible to support the Reed-Dirksen Amendment to limit upper bracket taxation, not for the benefit that they will gain, but to restore and preserve for future generations the system that has made possible America's greatness.

There's more than one way to *make a profit*

Profit does not necessarily come from greater sales volume. Many companies—number two, three and even four in their respective fields, volume-wise—show a better profit than the number one company.

Perhaps the soundest, certainly the easiest and least expensive way to increase profit is by cutting costs.

When cost-cutting is considered, generally the first operation to come under surveillance is the production line. However, the production line is only one of many operations where out-of-line costs can be found.

Because out-of-line costs exist (and lay hidden) in sales and administration as well, and because of the many difficulties encountered in uncovering them and bringing them back into line, more and more successful businesses are availing themselves of competent management counsel to accomplish this highly desirable end.

Management counsel brings to cost analysis a multitude of up-to-the-

WAY PAG

BRUCE PAYNE & ASSOCIATES, INC.

MANAGEMENT CONSULTANTS

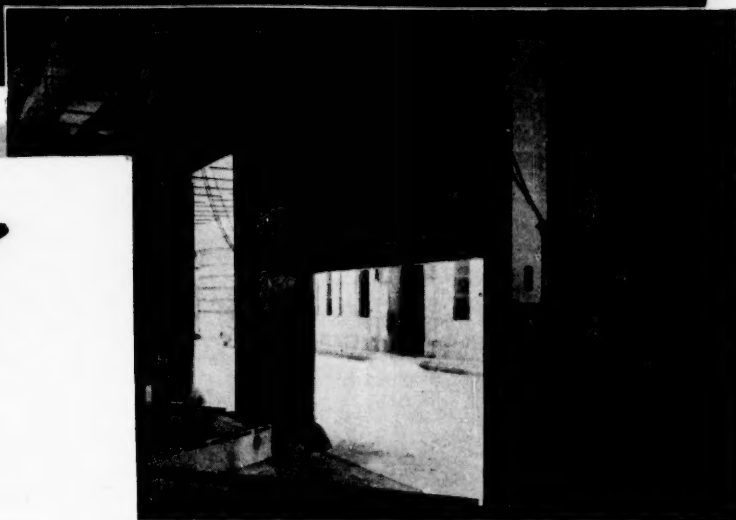
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BUSINESS SURVEYS AND MANAGEMENT AUDITS • ORGANIZATIONAL PLANNING — PERSONNEL AND LABOR RELATIONS • MANAGEMENT CONTROL
MANUFACTURING METHODS • SALES MANAGEMENT • OFFICE MANAGEMENT • MANAGEMENT OF INDUSTRIAL CONCERNS

KINNEAR STEEL ROLLING DOORS

NAVY GIES



painting over the galvanized surface.

The rugged steel interlocking curtain is engineered to the individual opening, insuring an accurate closure. Slats ride in a deep channel guide from floor to lintel, anchoring them against wind damage.

Kinnear Doors may be manually or power-operated. Control switches for Kinnear Power Units may be located at convenient spots. Auxiliary chain control permits easy operation in event of emergency power failure.

KINNEAR STEEL RÖL-TOP DOORS

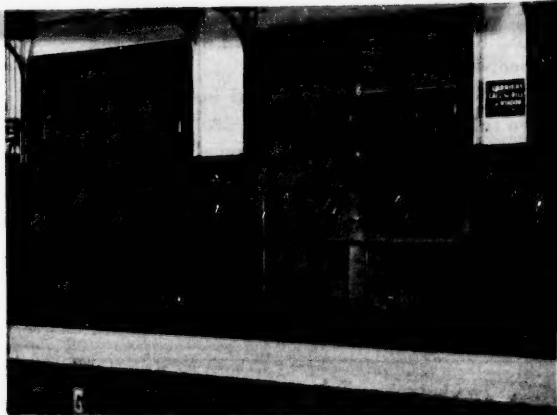
Like all Kinnear Doors, Röl-Top Doors open upward, but have the advantage of allowing installation of glass areas of desired size. Röl-Top Doors are built of heavy sheet steel, galvanized with 1.75 oz. of zinc per square foot and treated with Kinnear Paint Bond, a special phosphate coating which permits easy, thorough painting and lasting adhesion over the galvanized surface. Röl-Top Doors hinge in sections. Torsion spring-counterbalancing makes opening easy. Heavy duty ball bearing rollers travel in deep, sturdy steel guides. Special jamb seals provide the ultimate in weather protection, but never hamper door operation.

THE KINNEAR MANUFACTURING COMPANY

1600-21 Fields Avenue, Columbus 16, Ohio

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Offices and Agents in All Principal Cities



Write for full details.



KINNEAR

ROLLING DOORS

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Management counsel brings to cost analysis a multitude of up-to-the-

minute procedures and techniques with which the average executive, charged with the day-to-day running of his company, could not possibly find the time to acquaint himself. Moreover, it places in the picture an unbiased, outside viewpoint—uncolored with sentimental or other considerations. In addition, for cost-cutting changes that involve union negotiation, management counsel makes available a corps of experts, skilled at such negotiation and with the necessary background.

As with other services rendered by management counsel, the cost is generally more than compensated for by the results obtained—and the rapidity with which they are obtained.

If you feel *your* profit picture could be improved through the uncovering and correction of hidden, out-of-line costs, you will find many good management consulting firms to choose from.

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KINNEAR

STEEL ROLLING DOORS

● OPEN STRAIGHT UPWARD . . .
NO WASTED SPACE ANYWHERE

● MAXIMUM PROTECTION FROM
ELEMENTS AND INTRUSION

● HEAVY 1.25 OZ. PER SQ. FT.
ZINC COATING FOR WEATHER
RESISTANCE

● NEAT APPEARANCE HARMO-
NIZES WITH ANY ARCHITECTURE



The enduring steel curtain of the Kinnear Rolling Door offers the maximum in protection and doorway efficiency. Coiling freely above the lintel, no usable space is wasted anywhere . . . walls and ceilings are never blocked by the open door, permitting placement of windows wherever most convenient. Floor space may be used within inches of the doorway. Overhead lights are never obstructed. Kinnear Steel Rolling Doors stay attractive and rust free due to their heavy 1.25 oz. per sq. ft. zinc coating. Kinnear's Paint Bond (a special phosphate coating) permits easy, thorough

painting over the galvanized surface.

The rugged steel interlocking curtain is engineered to the individual opening, insuring an accurate closure. Slats ride in a deep channel guide from floor to lintel, anchoring them against wind damage.

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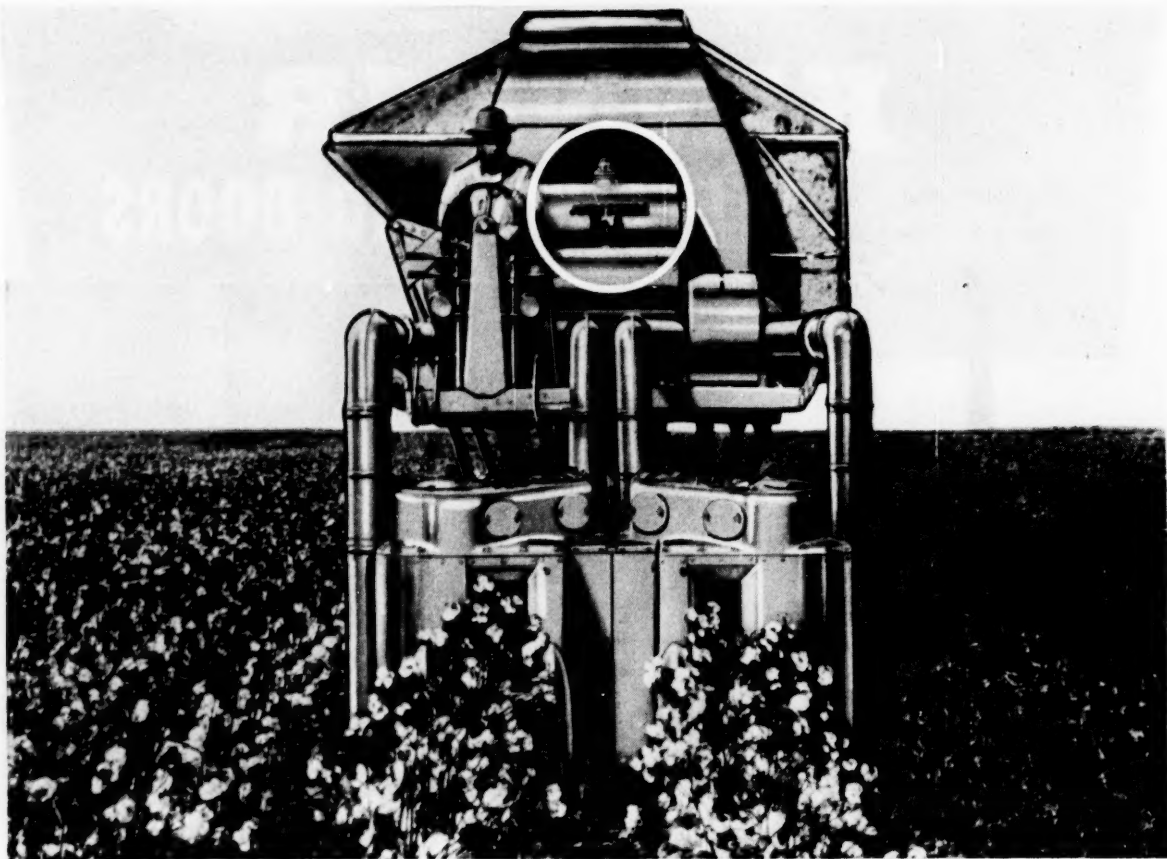
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KINNEAR

ROLLING DOORS

Write for full details.



BUTLER tank moistens 1,120 "fingers" to help the John Deere picker save more cotton!

Barbed spindles, revolving at 2,000 rpm, give the John Deere two-row cotton picker 1,120 mechanical "fingers". To help assure clean picking at 2 1/4 miles per hour, these "fingers" are automatically moistened each time they comb through the cotton bolls. The fifty-gallon "finger bowl" that provides a constant water supply is a Butler welded steel tank.

This tailor-made tank for the John Deere cotton picker is an example of the way Butler helps many manufacturers to solve specialized steel fabricating problems, and to meet production

schedules. Here are some of the ways we can fabricate steel for you:

Steel plate work . . . stainless steel fabrication . . .
code pressure vessels . . . welded structurals . . .
boiler breeching and stacks . . . tanks for all purposes . . .
press forming, breaking and punching . . .
anhydrous ammonia bulk storage tanks . . .
LPG bulk storage tanks . . . feed mill bins and hoppers.

Modern plant facilities, rigid inspection, and more than 50 years' experience are your guarantee of quality. Write, phone or wire for complete information, today!



BUTLER MANUFACTURING COMPANY

904 Avenue W, Ensley, Birmingham 8, Alabama

Manufacturers of Oil Equipment • Steel Buildings • Farm Equipment • Cleaners Equipment • Special Products
Factories located at Kansas City, Mo., Galesburg, Ill., Richmond, Calif., Birmingham, Ala., Minneapolis, Minn.

MANUFACTURERS RECORD FOR

MANUFACTURERS RECORD

ESTABLISHED 1892

Devoted to the Industrial Development of the South and Southwest

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Scintillating For Oil Atomic Age Exploration

Scintillation Counters, originally used exclusively for the detection of uranium-bearing ores, are now in even greater demand for oil exploration.

This surprising trend was brought into notice by The Radiac Company which has just completed a classification-by-occupation breakdown of purchasers of their atomic and geophysical prospecting equipment for 1953. Three out of every five purchasers of a scintillation counter since May of last year were more interested in its application to the search for oil than for uranium prospecting.

News of the "radioactivity association technique," an oil exploration method used quietly by several of the major oil companies for the past few years, leaked out to the smaller oil companies, oil promoters, and independent operators, who were amazed at the simplicity and inexpensiveness of this new exploration development. Statistics show that prior to the application of this technique, approximately eight out of every ten wildcat wells proved to be "dry holes." A single drilling operation, whether it yields oil or not, can cost anywhere from \$100,000 to \$300,000.

On the other hand, out of some twenty wells which have been recently drilled on the strength of surveys made with airborne scintillation counters, oil was found in all but two cases. That's quite a batting average for the "radioactivity association technique."

Seismic operations, which require the services of a crew of highly trained geologists and geophysicists as well as several truckloads of expensive equipment, run about \$1000 per day. All they point out are underground structures that may or may not contain oil. They can by no means give any indication that oil is actually present, only that the earth formation is favorable to its presence.

However, radioactivity surveys employing scintillation counters can be made by as few as one or two men; men who are not necessarily professional earth scientists. Scintillation counters start as low as \$300, which makes the investment in equipment and personnel substantially lower than that required in conventional oil exploration.

Among the reasons given for the greater popular interest in oil than in uranium prospecting is that oil has for so long been a powerful factor in world economy. Probably more fortunes have been made in oil than in any other natural resource. New sources for oil are constantly being found and creating even greater fortunes. (Shell Oil has just brought in the first well in the State of Nevada which opens up a totally new area for oil exploration.) Unlike uranium, there is an unusual tax incentive and much less government control in oil exploration and oil recovery.

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THIS IS AN ENTIRELY NEW DEVICE FOR WEIGHING

**electric scale replaces lever-type scale
several hundred times larger**

● The pressure cell in the man's hand is the heart of the electric scale. This eleven-pound cell is capable of weighing 50,000 pounds. It is comparable to 3500 pounds of levers used in an equivalent lever scale.

Compare eleven pounds to 3500 pounds of levers!

Republic Steel is now weighing with these pressure cells a ladle of molten steel while pouring ingots; a coil of strip steel while it's moving across the floor; a 20,000 pound red-hot ingot immediately after stripping from its mold. All weight information is available at a distance from these processes, safe for human operators.

Electric weighing offers great advantages. It has low installation cost. The pit for the platform structure can be a fraction of the size required for lever-type industrial scales. It has great ruggedness and portability. But its main advantage is that we can now weigh huge tonnages in locations where they could never have been weighed before.

Republic adapted this weighing process to the steel industry in 1946. Now these scales are a regular part of Republic's advanced methods for controlling quality. The greater production efficiency from electric weighing is reflected in Republic's better steels.

REPUBLIC STEEL

GENERAL OFFICES • CLEVELAND 1, OHIO



WORLD'S WIDEST RANGE
OF STANDARD STEELS
AND STEEL PRODUCTS

BUSINESS TRENDS

Business Holds Steady

Construction Continues To Be Strongest Link;
Manufacturing Weakest; Other Economic Sectors Stable.

Data for Business Trends, received up to the present, indicates that Business Volume leveled off in April, and since that time has held to a steady course.

For the country at large, Manufacturing continues to be the weakest link in the economic chain, and Construction the strongest.

Relaxed lending policies have brought a revival to the market for new homes which shows promise of eclipsing the record score of 1953. In addition, Commercial and Industrial Building also are piling up new records. On the basis of contract awards, this further upsurge in the Construction industry should carry over well into the coming fall.

SOME INVENTORIES REBUILT

At the end of May, Manufacturing output was still running about ten per cent lower than in 1953, and producers were still pruning inventories although at a much slower pace than in previous months.

Retailers, on the other hand, have begun to rebuild stocks, and retail inventories are now some \$300 million larger than at the same time in 1953.

This rebuilding of Retail stocks is doubtless the result of the relatively good showing made by Retail Sales during the past few months.

Thus far in the current year Retail Sales have held up fairly well.

Most doubtful section of the Retail sector continues to be Durable Goods.

AUTOS, KEY TO SALES

And of these, Automobiles are having the most profound effect upon the trend of retail sales.

Except for automobiles, retail sales would now be little below their level of last year.

Sales of automobiles have, however, taken a recent turn for the better, and if the present trend continues, sales at retail could easily regain the level attained at this time last year.

New home building continues to give a fillup to Appliance sales that otherwise might also be in as low a dip as automobiles.

Output and sale of Nondurables is holding a steady course, as has been the case for many months.

Sales of Food, for instance, are actually on a higher scale than they were at this time last year.

Service Station sales also have been well maintained. In fact, with the possible exception of Apparel, practically all nondurable items can be said to display reasonable strength, with few signs of price weakness.

The Apparel market has not fared as well as other Nondurable outlets, but even in this sector there are no signs of positive weakness.

UPTURN IN NEW ORDERS

One of the most promising signs is a recent upturn in New Orders. This indicator is generally one that can be

relied upon to depict the most probable trend for the few months ahead.

Ordinarily, changes on the volume of new orders precedes changes in sales by a margin of one to three months.

During the current business dip, new orders hit a low point in January, with sales hitting their low in February.

Thereafter, new orders made increases in February, March, April and May, although at a slackening pace, and sales volume turned moderately up in April.

SOUTH HOLDS STRONG POSITION

Through it all, the South continues to display resistance to business decline, and except in the matter of Construction, shows less loss from the level of 1953 than the Nation at large.

Among the nine national geographical regions, South Atlantic is matched only by the Pacific Region in relative comparison with 1953, and the other two sections of the South, East South Central and West South Central are running well ahead of the East and North Central groups.

Manufacturing is down 8 per cent in the South as a whole, 10 per cent in the Nation at large.

REPORTS OF INTEREST

New Construction Expenditures are expected to reach a new high record of \$36 billion in 1954, 2 per cent above the 1953 level of \$35.3 billion, according to revised outlook estimates of U. S. Depts. of Commerce and Labor.

The more optimistic outlook results from a higher level of new home building, as well as other types of civilian construction.

Reports received by the U. S. Department of Commerce and Securities & Exchange Commission indicate that business plans outlays at the annual rate of \$26.9 billion and \$26.8 billion for plant and equipment expansions in the second and third quarters of 1954, as compared with \$27.5 billion in the first quarter. Last year's capital outlay was a record \$28.4 billion.

The Nation's manufacturing plants reduced their hiring rates from an average of 28 per 1000 employees in March to 24 in April. Durable Goods manufacturing was principally responsible for the drop, according to the U. S. Dept. of Labor.

During the year 1953 individuals in the U. S. saved \$13.6 billion in liquid form, about the same as in 1952, highest since 1946, according to Securities & Exchange Commission.

In 1953 there was a sharp rise in securities investment, a reduction in checking accounts and lower saving in the form of Government insurance and pension reserves. By the end of 1953 individuals had accumulated a total of \$379 billion of liquid assets excluding corporate securities. Offsetting these assets were debts totalling \$80 billion.

(Continued on page 9)

These Alabama industries and many others find a ready market for their product—in Alabama—in the South—nationally.

Whether you're considering an expanded manufacturing operation or broadened distribution, LOOK AT ALABAMA—a market within a market.

Industrial Development Department

Alabama Power Company

Birmingham 2, Ala.

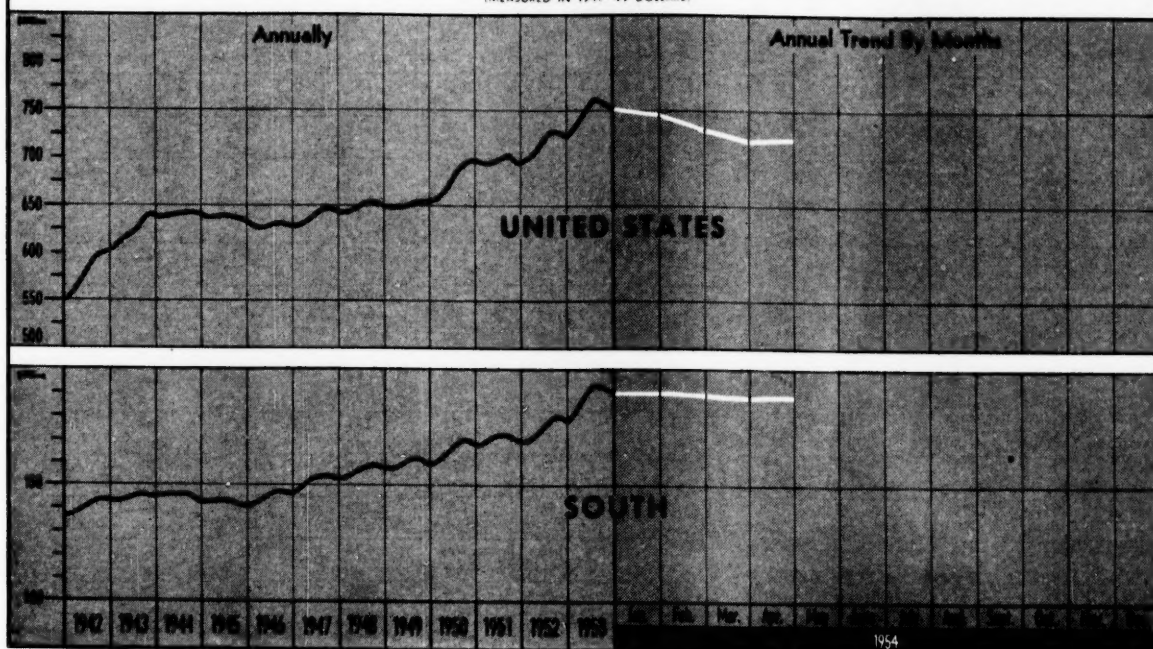
COKE, CIGARS, COMPRESSORS, AIR, GLASS PRODUCTS, PAVING MATERIALS, CASTINGS, IRON, IGITION REPAIR, COTTONSEED PRODUCTS, ROPE, TANKS, STEEL, WELDED, VINEGAR, TARPAULINS, PIG IRON, UNDERWEAR, CAPS, ARTIFICIAL LIMBS, LEATHER PRODUCTS, PAPER PRODUCTS, SHINGLES, ASBESTOS, CASTINGS, MACHINE TOOL, ICE, DRY, MAYONNAISE, UNIONS, FLANGEL, TRACTOR ATTACHMENTS, SPRINGS, BED, TANKS, HOT WATER, GALVANIZING EQUIPMENT, BOXES, METAL, YARN, WORSTED, WOODCARVED ITEMS, BRUSH BLOCKS, CEMENT, DISTILLING EQUIPMENT, MANTELS, TRACTORS, AGRICULTURAL, UPHOLSTERING, FURNITURE, MACHINE TOOLS, SCREWS, CAP, CARS, RAILROAD FREIGHT, TIRES, SOLID RUBBER, SHOES, BAUXITE, ACIDS, TOOLS, MACHINE, COTTON PICKERS, MECHANICAL, NAVAL STORES, DRILLS, ROCK, POTTERY, JANITOR SUPPLIES, FLOORING, ORDNANCE, TOILETS, CHINA, TANKS, BUTANE & PROPANE, EXTRACTS (FLAVORING), TAR, COAL, NOTE BOOKS, BED SHEETS, PLAYGROUND EQUIPMENT, RESTAURANT EQUIPMENT, KETTLES, SUGAR, STUMP PULLER, BELTS, CONVEYOR, FLANGES, ALLOYS, ICE CREAM, UNIFORMS, SKI BILLETS, FROGS, RAILWAY, MATS, BATH, CUPOLAS, MIRRORS, MATTRESSES, SPROCKETS, PAJAMAS, SHIPBUILDING, TEXTILES, FELT, TANNED, DRESSES, PULLEYS, MATERIAL.

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PHYSICAL VOLUME

OF
ALL GOODS AND SERVICES TURNED OUT BY PRIVATE ENTERPRISE
(MEASURED IN 1947-'49 DOLLARS)



Regional Indicators

(Continued from page 7)

Farm Marketings (\$ Mil.)

	Apr. 1954	Mar. 1954	Apr. 1953
South	\$ 499	\$ 471	\$ 489
Other States	\$1,382	\$1,521	\$1,408
United States	\$1,881	\$1,992	\$1,897

Construction (\$ Mil.)

	Apr. 1954	Mar. 1954	Apr. 1953
South	\$ 937	\$ 868	\$ 916
Other States	\$1,876	\$1,687	\$1,688
United States	\$2,813	\$2,555	\$2,604

Mineral Output (\$ Mil.)

	Apr. 1954	Mar. 1954	Apr. 1953
South	\$ 546	\$ 549	\$ 572
Other States	\$ 446	\$ 452	\$ 487
United States	\$ 992	\$1,001	\$1,059

Manufacturing (\$ Mil.)

	Apr. 1954	Mar. 1954	Apr. 1953
South	\$ 4,605	\$ 4,643	\$ 5,057
Other States	\$16,095	\$16,288	\$18,175
United States	\$20,700	\$20,931	\$23,232

National Indicators

	Latest Month	Previous Month	Year Ago
Personal Income (\$ Bil.)	\$ 282.0	\$ 282.9	\$ 282.7
Ave. Weekly Earnings (Mfg.) ..	\$ 70.20	\$ 70.71	\$ 71.40
Consumer Credit (\$ Mil.) ..	\$ 27,330	\$ 27,151	\$ 26,455
All Inventories (\$ Mil.)	\$ 79,613	\$ 80,091	\$ 78,996
Mfg. Inventories (\$ Mil.) ...	\$ 45,292	\$ 45,774	\$ 45,164
Trade Inventories (\$ Mil.) ..	\$ 34,321	\$ 34,317	\$ 33,832
Mfg. New Orders (\$ Mil.) ..	\$ 22,988	\$ 23,857	\$ 25,479
Bank Debits (\$ Mil.)	\$154,661	\$171,260	\$145,567

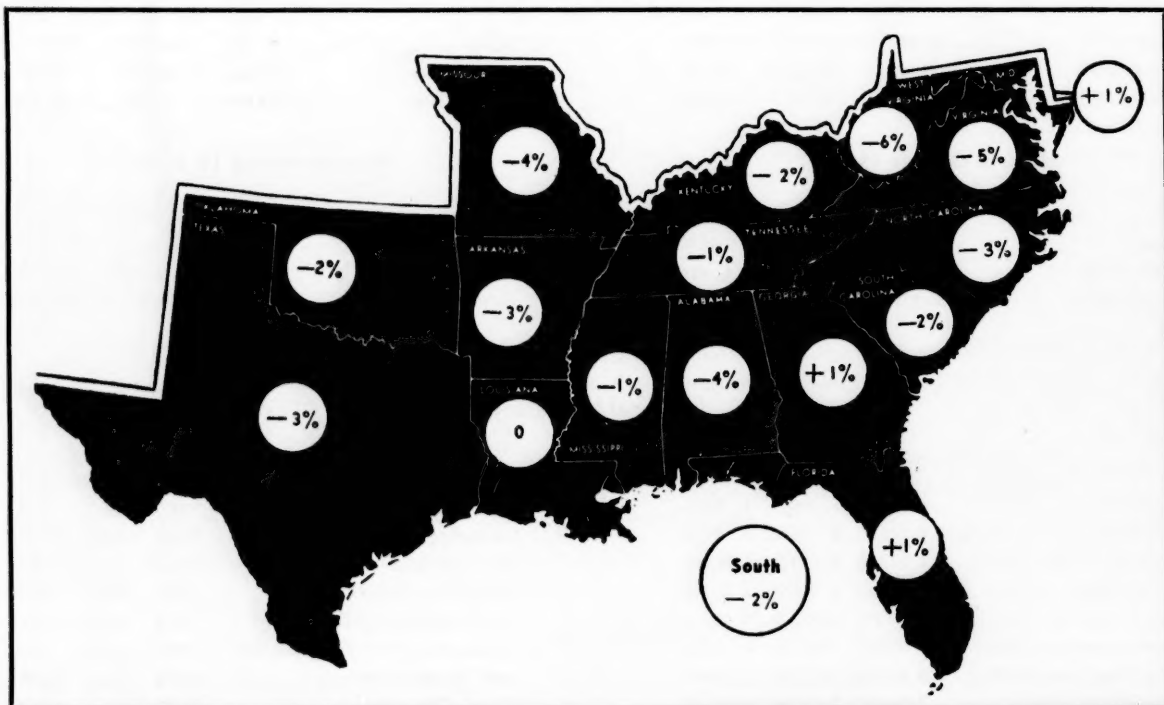
	Latest Month	Previous Month	Year Ago
Ave. Weekly Hours (Mfg.)	39.0	39.5	40.8
Carloadings	2,445	2,412	2,957
Consumer Prices ('47-'49=100) ..	114.6	114.8	113.7
Retail Prices ('35-'39=100)	208.1	208.3	207.9
Wholesale Prices ('47-'49=100) ...	111.0	110.5	109.4
Construction Costs ('47-'49=100) ..	121.2	121.3	120.8
New Incorporations	10,272	10,514	9,507
Electric Output (mil. kw. hrs.)	42,857	45,166	41,510

SOUTHERN BUSINESS VOLUME

Business Volume by States (\$ Million)
First 4 mos. of 1954 with gain (or loss) over first 4 mos. of 1953

	Farm- ing	Min- ing	Con- struc- tion	Manu- factur- ing	Utili- ties	Fi- nance	Whole- sale Trade	Re- tail Trade	Serv- ice Trade	Busi- ness Volume
Ala.	\$ 99 -1%	\$ 40 -1%	\$ 119 -13%	\$ 938 -9%	\$ 148 -6%	\$ 117 +6%	\$ 628 even	\$ 684 -4%	\$ 113 +5%	\$2,886 -4%
Ark.	130 +22%	36 even	56 -23%	306 -5%	85 -5%	48 +1%	312 -4%	427 -4%	60 even	1,460 -3%
D. C.	— —	— —	69 -15%	76 -4%	96 +1%	128 +4%	520 -4%	493 -14%	109 even	1,491 -7%
Fla.	232 even	28 +1%	328 +5%	468 -4%	224 +4%	227 +14%	1,113 even	1,309 +5%	219 +3%	4,148 +1%
Ga.	147 +19%	12 even	189 +13%	1,293 -6%	205 -3%	176 +12%	1,550 +10%	864 -6%	172 even	4,608 +1%
Ky.	210 -7%	129 -8%	228 +20%	991 -7%	169 even	94 +8%	844 -6%	789 +1%	114 even	3,569 -2%
La.	99 +8%	282 +6%	227 -4%	1,029 -2%	239 +1%	124 +13%	729 -3%	780 +2%	118 even	3,627 even
Md.	69 -5%	4 even	236 +15%	1,264 -11%	221 +4%	192 +7%	1,095 +15%	931 +4%	149 +5%	4,161 +1%
Miss.	138 +12%	44 even	59 -17%	334 -10%	77 +4%	48 +9%	371 even	372 -4%	57 even	1,500 -1%
Mo.	311 +12%	36 even	216 -9%	1,958 -11%	376 -1%	324 +8%	2,668 -3%	1,333 -7%	301 even	7,523 -4%
N. C.	129 +7%	8 even	202 -26%	2,124 -6%	196 -7%	142 +6%	1,329 even	1,008 -2%	164 even	5,302 -3%
Okla.	113 -26%	208 even	143 +20%	591 -4%	145 even	104 +6%	674 even	639 -5%	117 even	2,734 -2%
S. C.	57 even	4 even	173 -20%	898 -7%	80 even	64 +6%	422 even	598 +5%	76 even	2,372 -2%
Tenn.	139 -7%	20 even	230 +19%	1,108 -9%	177 even	146 +8%	1,463 even	882 -2%	164 even	4,329 -1%
Tex.	467 -1%	1,072 -4%	689 even	3,361 -8%	660 -2%	525 +6%	3,299 even	2,923 -5%	531 even	13,527 -3%
Va.	130 -7%	35 -18%	210 even	1,371 -10%	238 -4%	176 +9%	772 -5%	954 -2%	153 +2%	4,039 -5%
W. Va.	42 -15%	239 -18%	79 +46%	546 -11%	147 -3%	58 +2%	355 -5%	473 even	76 even	2,015 -6%
South	2,512 +1%	2,197 -4%	3,454 even	18,656 -8%	3,483 -1%	2,693 +8%	18,144 even	15,459 -2%	2,693 +1%	69,291 -2%

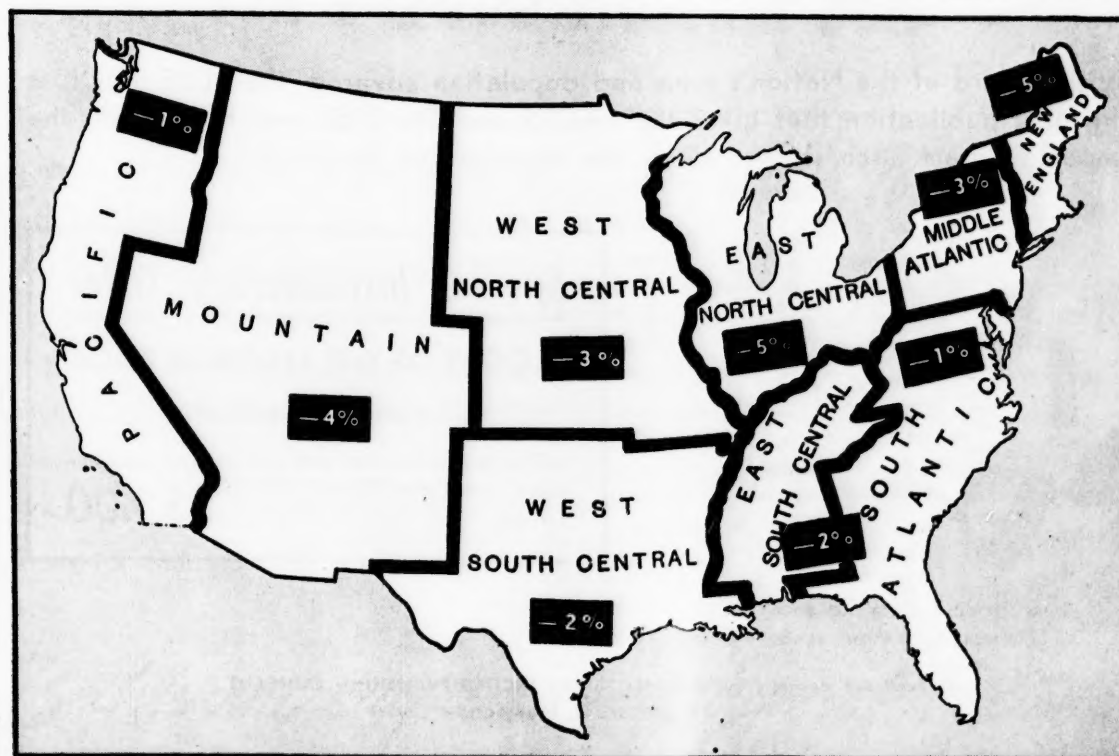
(Continued from page 9)



NATIONAL BUSINESS VOLUME

Business Volume by Regions (\$ Million)
First 4 mos. of 1954 with gain (or loss) over first 4 mos. of 1953

	Farm- ing	Min- ing	Con- struc- tion	Manu- factur- ing	Utili- ties	Fi- nance	Whole- sale Trade	Re- tail Trade	Service Trade	Busi- ness Volume
New Eng.	\$ 250 -10%	\$ 16 even	\$ 535 +7%	\$ 5,851 -12%	\$ 622 +1%	\$ 820 +1%	\$ 3,273 -2%	\$ 3,605 -2%	\$ 628 +3%	\$ 15,600 -5%
Mid. Atl.	608 -10%	341 -17%	1,927 +10%	19,988 -9%	2,836 -3%	3,208 +2%	21,549 even	10,427 -3%	2,987 even	63,871 -3%
E. N. Cen.	1,950 +4%	294 -9%	1,978 +4%	25,607 -13%	2,456 -3%	2,141 +5%	16,737 even	11,558 -2%	2,392 +3%	65,113 -5%
W. N. Cen.	2,548 even	333 even	767 +7%	6,278 -10%	1,167 -3%	914 +5%	8,070 -1%	4,923 -3%	844 even	25,844 -3%
S. Atl.	834 even	330 -15%	1,537 -1%	8,271 -8%	1,443 -1%	1,193 +8%	7,301 even	6,782 -1%	1,142 +1%	28,833 -1%
E. S. Cen.	586 -2%	233 -6%	637 +9%	3,371 -8%	571 -1%	405 +7%	3,306 even	2,727 -2%	448 even	12,284 -2%
W. S. Cen.	809 -1%	1,598 -1%	1,115 even	5,287 -6%	1,129 -1%	801 +7%	5,014 even	4,769 -4%	826 even	21,348 -2%
Mount.	536 -11%	476 -4%	378 -1%	1,254 -10%	483 -3%	273 +6%	1,708 even	1,823 -2%	322 -2%	7,253 -4%
Pacif.	817 -9%	420 +1%	1,239 +6%	7,794 -4%	1,286 -1%	1,157 +2%	6,631 even	5,603 -2%	1,418 +5%	26,365 -1%
U. S.	8,938 -2%	4,041 -5%	10,113 +4%	83,701 -10%	11,993 -2%	10,912 +4%	73,589 even	52,217 -2%	11,007 +1%	266,511 -3%



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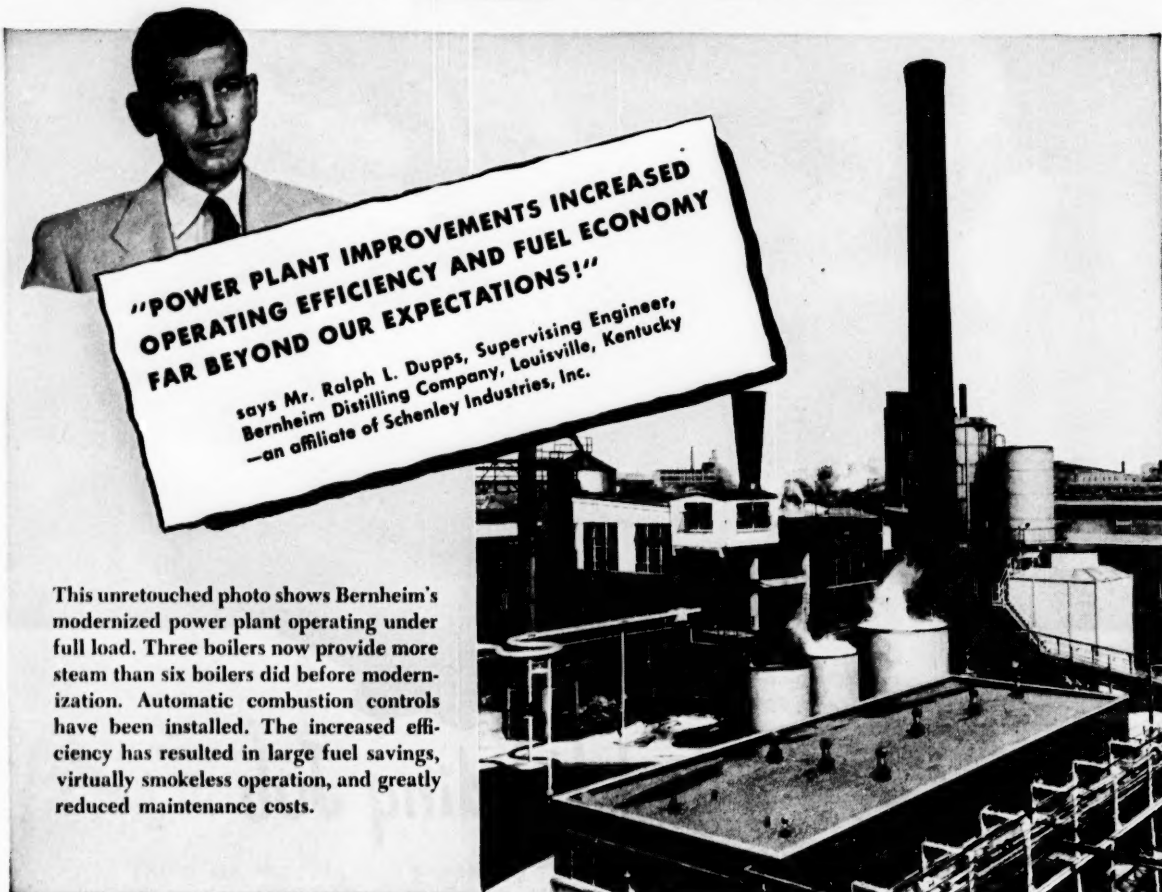
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Bernheim Distilling Company, Louisville, Kentucky
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NEW AND EXPANDING PLANTS

COMPILED FROM REPORTS PUBLISHED IN THE DAILY CONSTRUCTION BULLETIN

ALABAMA

ASHLAND—Director of East Central Alabama Natural Gas District received bids for natural gas system.

BIRMINGHAM—Ferro Fabricating Co., Inc., 3333 27th Ave., N., Birmingham, received bid of \$17,888 from Ralph A. Smallman & Co., Inc., Birmingham, for office building. Warren, Knight & Davis, Architects.

BIRMINGHAM—The Glidden Co., Cleveland, Ohio, plan \$100,000 branch office and warehouse. A. K. Rennie, Jr., Birmingham branch manager. Miller, Martin & Lewis, Architects.

BIRMINGHAM—WABT-TV Station, received bid of \$50,790 from F. R. Hoar & Son, Birmingham, for TV station.

BIRMINGHAM—Wade Wood Co., 112 S. 14th St., let contract to F. R. Hoar & Son for \$13,000 warehouse. Nelson Smith, Archt.

BRUNSDIDGE—Reigel Textile Corp., New York, 1, received bid from Henderson, Black & Green, Troy, Ala., at \$190,637 for textile plant. Carl H. Lancaster, Montgomery, Ala., Archt.

CENTERVILLE—Cahaba Mfg. Co., c/o Mayor, received bids for garment manufacturing plant. Don B. Schuyler, Tuscaloosa, Ala., Archt.

FAYETTE, MARION, WINSTON—Northwest Alabama Gas District received bids for natural gas facilities. Proj. 139-B-C-D.

SYLACAUGA—Gas Board of City received bid of \$275,005 from L. F. Wilder, Birmingham, for gas transmission line.

FLORIDA

BUNNEL—Lehigh Portland Cement Co., Allentown, Pa., plans expansion of plant to cost several million dollars.

DADE COUNTY—Peter J. Morson, 2612 Coral Way, Miami, let contract at \$34,848, for manufacturing building at 3501 N.W. 50th St. Roy J. Schneider, 1234 S.E. 8th Ave., Hialeah, Archt.

DADE COUNTY—Plantation Foods, Inc., received bids for addition to Velda Plant, 501 N.E. 181st St., Uletta, Dade County.

GAINESVILLE—Employees Fidelity Fund, Inc., will build and lease to The Sperry Corp., New York, \$600,000 plant for manufacture of Klystron Tubes. John E. Pierson collaborating as Architect.

GAINESVILLE—The Sperry Corp., New York, plans \$600,000 manufacturing plant, located on 47-acre tract outside of Gainesville.

GOULDS—Parman-Kendall Corp., and South Florida Growers, Inc., received bid of \$391,840 from Dempsey Constr. Co., 3372 N.W. 17th Ave., Miami, for packing house and freezing plant. Clarence J. Parman, P.O. Box 156, Homestead, Fla., Archt.

HIALEAH—Universal car Loading & Distributing Co., 1200 Seaboard Drive, let contract to Dobbs Construction Co., 2732 N.W. 24th St., Miami, for \$36,000 addition to warehouse at 1200 Seaboard Drive.

HIALEAH—Winn & Lovett Grocery Co., 1051 S.E. 8th St., plans \$80,808 bakery at same location.

MIAMI—4th Avenue Warehouse Corp., c/o Barney and Nathan Lee, Miami, received bids for office and warehouse, 6454 N.E. Fourth Ave.

ORLANDO—Seaboard Airline Railroad Co., Norfolk, Va., plans new office building and station at West Amelia near N. Westmoreland Drive; approx. cost \$237,750.

PENSACOLA—The Borden Co., 3310 Florida Ave., Tampa, received bids for \$450,000 dairy plant. Yonge, Look & Morrison, 611 Brent Annex Bldg., Pensacola, Architects.

GEORGIA

ATHENS—Fabro, Inc., received bids for processing plant. H. C. Rosenberg & Assocs., Atlanta, Architects.

ATLANTA—American Charts Co. let contract to Richard Nalman, 589 Piedmont Ave., at \$69,600 for building on Maple Drive, N.E. Wm. H. Evans, 1429 Peachtree St., N.E., Archt.

ATLANTA—Atlanta Newspapers, Inc., received bid from Christian & Bell for parking facilities and remodeling.

ATLANTA—Crown Food Products Co., received bids for storage and shipping building. Stevens & Wilkinson, 157 Luckie St., N.W. Architects-Engrs.

ATLANTA—Draper Corp., let contract to Wesley & Co., 285 Hunnicut St., N.W., Atlanta, for branch office and warehouse. Summer Lovett & Co., Atlanta, Architects.

ATLANTA—Marion Mfg. Co., Kirkwood Ave., Atlanta, received bids for plant and

office buildings. Willner & Millkey, 761 Peachtree St., N.E., Atlanta, Architects.

COLUMBUS—Phillips Hardware & Supply Co. let contract to Murphy Pound Construction Co., Box 172, Columbus, Ga., at \$169,305 for office and warehouse. J. N. Pease & Co., Archt.

COLUMBUS—Southern Bell Telephone & Telegraph Co., Atlanta, let contract to R. H. Wright, Jr., & Assocs., Columbus, for plant work center. H. Griffith Edwards, Atlanta, Archt.

CUMMINGS—Wilson & Co., c/o M. J. Hess, 4100 S. Ashland St., Chicago, received bid from Henry C. Beck Co., First National Bank Bldg., Atlanta, Ga., at \$422,000 for poultry processing plant.

GRIFFIN—Stowe-Woodward, Inc., received bid from C. A. Kendrick, Griffin, at \$278,995 for industrial plant. Gerald L. Bilbro, Griffin, Archt., 113 E. Solomon St.

LAGRANGE—Callaway Mills Co. received bids for storage plant for Walway plant. Sam M. Turner, P.O. Box 706, LaGrange, Archt.

RICHMOND HILL—Verney Corp., Manchester, N.H., plans new weaving unit.

KENTUCKY

CALVERT CITY—Air Reduction Co., New York, to build plant; to be operated by Company's Chemical Division.

New and Expanding Plants

Reported in June, 1954

102

Total For

First Six Months of 1954

670

First Six Months of 1953

997

ELIZABETHTOWN—City plans \$200,000 building, to be leased to electric blanket firm, headquarters in Chicago.

LOUISIANA

ALEXANDRIA—American Compress & Warehouse Co. let contract to Barnett Brenner, P.O. Drawer 1030, at \$64,114 for improvements and additions to warehouse building.

BATON ROUGE—Louisiana Television Broadcasting Corp., Baton Rouge, let contract at \$189,335, to L. W. Eaton Co., Inc., P.O. Box 387, Baton Rouge, for new TV Station Building. Bodman & Murrell & Smith, 1175 Nicholson Drive, Baton Rouge, Architects.

CAMERON PARISH—Cameron Telephone Co., Inc., Sulphur, received bids for telephone exchange building at Cameron, Hackberry, Creole, Johnson's Bayou and Grand Chenier.

INDEPENDENCE—Board of Aldermen received bids for new factory building, to be occupied by The Alden Mills, P.O. Box 1664, New Orleans.

LAFAYETTE—Coca-Cola Bottling Co., Inc. let contract to Western Construction Co., Box 901, Lake Charles, La., for steel bottling plant addition, Cameron St. and Evangeline Dr. Jesse M. Shelton, 96 Poplar St., N.W., Atlanta, Archt.

LAFAYETTE—Southwest Louisiana Rural Electrification Administration received bid of \$26,728 from J. B. Moulton & Sons, Box 862, Lafayette, for brick warehouse and office building. W. F. Bowen, Archt., and D. J. O'Rourke, Assoc., 314 S. Buchanan St., Lafayette.

LAKE CHARLES—Jud Rives, Inc., 200 Broad St., received bids for new Chevrolet auto sales and office building on Broad St. Gabriel & Reames, Gayle Bldg., Lake Charles, Architects.

MONROE—Municipal Power Plant received

bid of \$176,780 from Barnett Brenner, Box 1030, Alexandria, for power plant.

MONROE—City of Monroe received bids for electrical power and control installation for additions and alteration.

MORGAN CITY—L. H. Printing Co. received bid from Horace B. Rickey, Inc., Lafayette, La., for \$34,553 printing shop building. Lloyd J. Guillory, Morgan City, Archt.

NEW ORLEANS—Lone Star Cement Corp., 1120 Hibernia Bank Bldg., New Orleans, received bids for meeting hall building at plant, 2315 France St.

NEW ORLEANS—Ware Cotton Batting Co., Inc. let contract to E. B. Ludwig, Inc., 1350 Jefferson Highway, for \$48,493 warehouse building.

SHREVEPORT—Kansas City Southern Lines Yard Office Building received bids for new office building. Neild-Somdal Assocs., 960 Jordan St., Shreveport, La., Architects.

MARYLAND

BALTIMORE—Board of Estimates let contract to Consolidated Engr. Co., Inc., 20 E. Franklin St., Balto., at \$2,264,510 for marginal wharf and warehouse facilities for National Can Corp., 811 S. Wolfe St.

BALTIMORE—Chesapeake & Potomac Telephone Co. of Baltimore plans \$954,000 program of expansion and improvements in city and surrounding communities.

BALTIMORE—Esso Standard Oil Co., Boston & Dean Sts., to construct \$35,000 pipe support, 1411 E. Haven St.

BALTIMORE—Glenn L. Martin Co., Middle River, received bid of \$461,000 from Wm. T. Lyons Co., Inc., 1700 Friendship St., for noise suppression chamber, Propulsion Test Facilities.

MIDDLE RIVER—Glenn L. Martin Co. received bids for air replacement system "A" Building, Plant 1.

SALISBURY—Chris-Craft Corp., received bids for boat assembly plant.

TOWSON—Union News, 26 W. Pennsylvania Ave., Towson, received bid from Wm. H. Sands, 407 York Road, Towson, for building. Grinnell W. Locke, 1020 St. Paul St., Baltimore, Md., Archt.

MISSISSIPPI

AMORY—Town received bids for renovating electrical distribution system.

BATESVILLE—City received bids for new manufacturing plant building. Hanker & Heyer, 1433 Commerce Title Bldg., Memphis, Tenn., Archt.

BILLOXI—The Borden Co. plans \$50,000 expenditure for additions and alterations to plant.

CARLYSS—Cameron Telephone Co., Inc., Carlyss, received bid of \$45,640 from Ruckstuhl & Fleck, Inc., 2703 Perdido St., New Orleans, for exchange buildings at Cameron, Hackberry, Creole, Johnson's Bayou and Grand Chenier.

GREENWOOD—City received bid from Peterson, Garbi & Joseph, Inc., P.O. Box 413, North Little Rock, Ark., at \$165,467 for factory building on Highway 82-W, for occupancy by Conmar Products Corp., Newark, N. J.

HATTIESBURG—City received bid from Dye & Mullings, Inc., P.O. Drawer 112, Columbia, Miss., at \$361,825 for factory and office bldg. for Reliance Mfg. Co. Landry & Matthes, 214 West Pine St., Hattiesburg, Architects.

JACKSON—Dixie-Drive-It-Yourself received bid of \$17,132 from L. A. Harvey, Box 4472, Jackson, for alterations and additions to building.

LUCEDALE—Board of Supervisors of George County let contract to Wood Fabricators, Inc., Box 225, Quitman, Miss., at \$191,176 for garment manufacturing plant, to be leased to Russell Mfg. Co. Harry Inge Johnson.

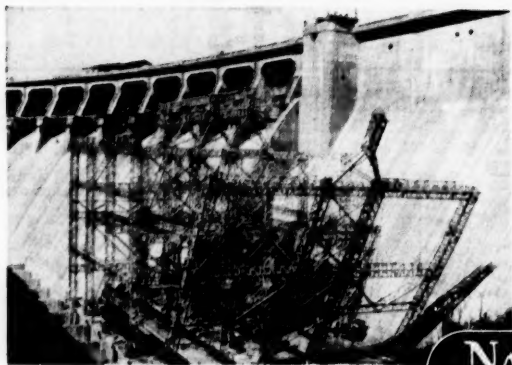
(Continued on page 16)

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NEW AND EXPANDING PLANTS

(Continued from page 15)

stone, Annex First National Bank Bldg., Mobile, Ala. Archt.

MERIDIAN—Alden Mills let contract to L. B. Priester & Son, Box 869, at \$28,300 for addition to manufacturing plant on 6th Avenue. Bill Archer, Southern Bldg., Archt.

NATCHEZ—Armstrong Tire & Rubber Co., Westhaven, Conn., Fred Machlin, Pres., plans expansion of plant to cost approximately \$2,500,000.

STARKVILLE—City received bids for Lockport Felt factory. Johnston & Jones, Starkville, Archts.

MISSOURI

CLAYTON—Brown Shoe Co., 8300 Maryland Ave., let contract to Don C. Musick Constr. Co., 4900 Washington Ave., for warehouse alterations, 4230 Gravois St.

CRYSTAL CITY—Mississippi River Fuel Corp., 407 N. 8th St., St. Louis, let contract to Fluor Corp., Ltd., Los Angeles, Calif., for \$15,000,000 ammonia plant on 4,700-acre site.

KANSAS CITY—Corps of Engineers, Kansas City, let contract to MacDonald Construction Co., 1310 S. Grand Blvd., at \$154,573 for cast iron pipe for underground gas distribution system, 4300 Goodfellow. Russell and Axon, 408 Olive St., St. Louis, Archt.-Engr.

ST. LOUIS—Corps of Engineers, Kansas City District, 601 Davidson Bldg., 10 E. 17th St., Kansas City, received bid of \$117,867 from Associated Engineering Co., Fondulac, Wis., for cast iron pipe underground gas distribution system; steel pipe, \$94,293.

NORTH CAROLINA

NORTH CAROLINA—Coca-Cola Bottling Co. received bids for bottling plants in Albemarle and Statesville. Marsh & Hawkins, Charlotte, Archts.

BESSEMER CITY—Lithium Corporation of America, Minneapolis, Minn., let contract to Southwestern Constr. Co., Charlotte, for \$7,000,000 plant. Norman Nagle, Minneapolis, Archt.

CHERRYVILLE—Kawke Chemical Co., Boyertown, Pa., Robert Eschelman, Chief Engineer, to construct plant to refine spodumene ore.

DUNN—Benjamin & Johns, Inc., Newark, N. J., plan \$110,000 building to house new plant. Company manufactures foundation garments.

DURHAM—Noland Co., Inc., received bid from T. W. Poe & Sons, Inc., Durham, at \$193,740 for branch building. R. R. Markley, Durham, Archt.

ENKA—American Enka Corp. plans \$1,130,000 research building near its Enka rayon plant.

HENDERSONVILLE—Wing Paper Box Co. let contract to Neal Hawkins, Hendersonville, for \$29,700 alterations and additions to building. Brackett & Brackett, Asheville, Archt.

HIGH POINT—Southern Furniture Exposition Bldg., Inc., High Point, let contract to H. L. Coble Constr. Co., Greensboro, for alterations and additions to Exposition Building. McMin, Norfleet & Wicker, Greensboro, Archts.

KINGS MOUNTAIN—Foote Mineral Co., Philadelphia, Pa., plans expansion to cost over \$1,000,000.

KINSTON—City let contract to Wm. Muirhead Construction Co., Durham, at \$101,900 for power plant alterations and additions.

LENOIR—Kent-Coffey Mfg. Co. let contract to Herman Sipe Co., Inc., Conover, N. C., at \$322,077 for Finishing Building. Six Assocs., Inc., Asheville, N. C., Archts.-Engrs.

SANFORD—Sanlee Chevrolet Co., Sanford, let contract to W. L. Jewell & Son, Sanford, for \$67,431 garage. Hayes & Marshall, Southern Pines, Archt.

WINSTON-SALEM—American Bakeries Co., Atlanta, Ga., received bid from Floyd S. Burge Construction Co., Winston-Salem, for \$88,362 plant. Stevens & Wilkinson, Atlanta, Archts.

OKLAHOMA

ENID—Chicago Corp. plans \$4,000,000 improvement program at Champlin Refining Co.

OKLAHOMA CITY—General Motors Corp. let contract to Harmon Constr. Co., 28 S. Indiana St., Oklahoma City, at \$465,000, for training center. Wyatt C. Hedrick Co., 1200 T & P Bldg., Fort Worth, Archt.

SOUTH CAROLINA

CHARLESTON—Fort Sumter Chevrolet Co.

let contract to Ruscon Constr. Co., Box 275, Charleston, at \$581,800, for sales and service building. Simon & Lapham, Charleston, Archts.

CLEMSON—Excelsior Mill No. 2 let contract to Daniel Constr. Co., Greenville, S. C., at \$57,453, for addition to warehouse.

FLORENCE—Jefferson Standard Broadcasting Co., Florence, let contract to V. Lyn Brabham, Florence, at \$98,583, for TV Station Hopkins, Baker & Gill, Florence, Archt.

GREENVILLE—F. W. Poe Mfg. Co. plans two new cotton terminal warehouses to cover five acres and serve as terminal point for Ely & Walker Mills.

GREENVILLE—Woodside Mills plan \$300,000 expansion for two plants at nearby Liberty, including plant addition and new machinery.

JEFFERSON—Jefferson Industrial Group, Inc., received bids for new knitting plant.

ORANGEBURG—City let contract to Dixie Construction Co. of Ga., Inc., Savannah, Ga., and R. E. Lee & Co., Inc., Manning, at \$399,874, for Prop. "C"—municipal natural gas system. Bid of \$65,269 from Sprague Meter Co., Bridgeport, Conn., for Prop. "E," and bid of \$203,876 from McJunkin Corp., Charleston, W. Va., for Prop. "E."

PICKENS—Kent Mfg. Co., Clifton Heights, Pa., will transfer all or part of its operations to a million-dollar plant being erected.

TENNESSEE

BATESVILLE—City received bids for manufacturing plant. Harker & Heyer, Archts.

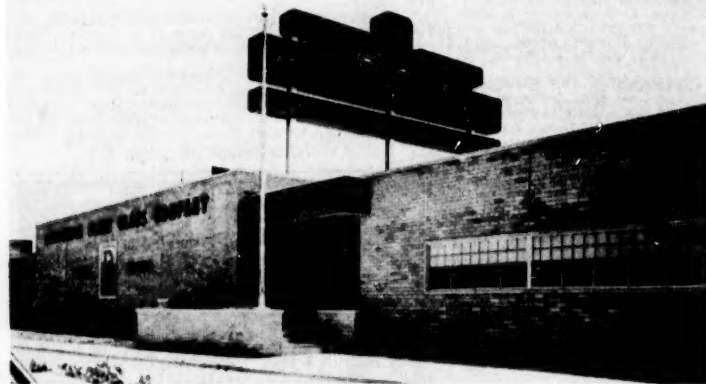
CHATTANOOGA—Central Soya Co., Inc., and its feed division, McMullen Feed Mills, Fort Wayne, Ind., plan large, ultra-modern soybean processing and feed manufacturing plant to cost several million dollars; located on 67-acre tract on Tennessee River, S. of South Chickamauga Creek.

MEMPHIS—Major Casket Co. received bids for office and factory building. Austin Hall & Norton, Archts.

MEMPHIS—McGeorge Milling Co., H. L. McGeorge, Sr., president, purchased property at 1263 James St., and plans \$300,000 alfalfa meal processing plant.

MEMPHIS—Rotary Lift Co., Madison, Ind.,

(Continued on page 61)



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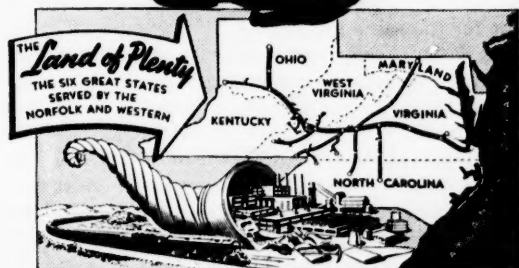
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LITTLE GRAINS OF SAND

*"Little drops of water, little grains of sand,
Make the mighty ocean, and the pleasant land."*

Unequal Sacrifice. Present confiscatory graduated income taxes were imposed upon the successful because many honest Congressmen were duped by the slogan "equality of sacrifice." These legislators and many others overlooked the fact that the only respect in which different individuals are equal is that they all live the same number of days per year. Therefore, the best way of compelling equality of sacrifice would be to require each to work for the Government the same number of days per annum. But, in 1950, the last year for which income-tax data are available, the man with an income of \$3,000 per year put in only 26 days to pay his income tax, while the man with a million dollar income had to serve Uncle Sam for some 216 days to square his account. That is a strange interpretation of "equality of sacrifice"!

Confidence. Dun & Bradstreet report that the number of new businesses incorporated in May totaled 9,280, a gain of 3.5% over the like month of 1953 and more than 15% higher than in May, 1952. In the first five months of this year some 48,000 new corporations were formed. That compared with 45,545 in the corresponding period of 1953 and only 39,596 in the like months of 1952.

These figures would be noteworthy under any circumstances. But they are especially striking in view of the business setback that started last summer and ended just a month or two ago. They show that businessmen evidently sized up the recent downturn for what it was—a temporary adjustment, rather than the beginning of a long and painful slide.

This widespread confidence in the economy's underlying strength has been reinforced by the notable improvement in what might be termed the business climate. Since the Eisenhower Administration took office, the last remnants of wage and price controls have disappeared and materials curbs today are few and far between. The excess profits tax, which did so much

to discourage the launching of new enterprises, is a dead letter. Finally, the regulatory agencies in Washington have adopted new and more reasonable ground rules for industry to follow.

Pursuit of Happiness. The Justice Department has begun probing the windfall profits of some \$39.5 million alleged to have been made by developers of 70 F.H.A.-insured apartment projects across the country. The program was terminated in 1950, but the resultant profits the builders are said to have made were only recently publicly disclosed. This was a case of government in the business of insuring construction and it demonstrates quite ably what can happen when government goes into business other than governing.

It is the business of government to allow opportunity for the realization of aspirations. But it is not the business of government to go about giving people whatever they want. The question is not whether any citizen ought to have an opportunity to realize his ambitions, but whether all the other citizens ought to be forced by law to realize them for him.

A business, no matter how large
or small it may be, is just a group of
people joined together by the com-
mon purpose of making money un-
der the profit system.

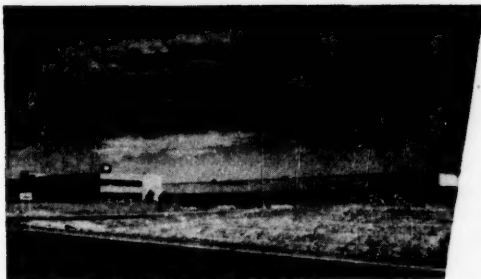
Free Rides? Federal grants-in-aid to state and local governments for education, highways, public health and the needy amounted to about three billion dollars last year according to Under-secretary of the Treasury, Marion Folsom. Not many years back only two hundred million was

spent for the same purposes.

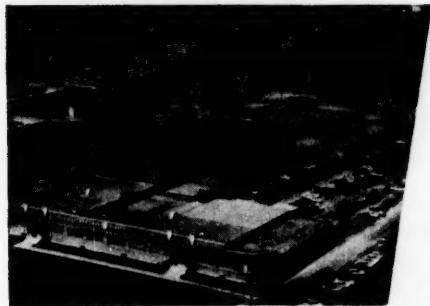
This growth came about because once the Federal purse was opened for these purposes, the states and cities and smaller communities scrambled to get their share. And the scrambling was encouraged by the Federal bureaucrats because it meant more Federal jobs; also it was demanded by the Congressmen under pressure of their constituents. If the citizens at Grand Fork receive Federal aid for roads and education, the

(Continued on page 20)

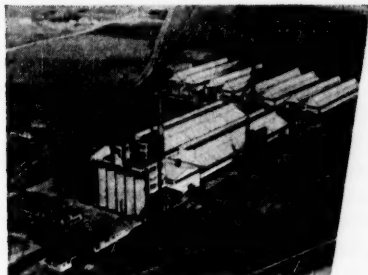
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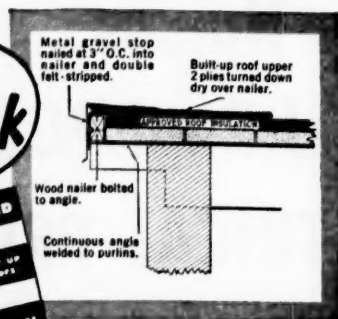
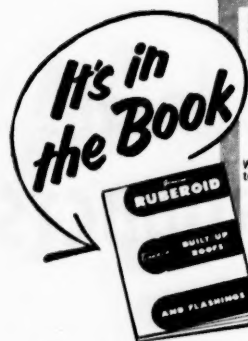
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LITTLE GRAINS OF SAND

(Continued from page 18)

citizens at Dollar Gap want the same sort of treatment and a Congressman who doesn't help to get it is likely to find himself in trouble come election time.

The band wagon gained momentum and everybody was anxious to climb aboard for what they thought was a free ride. What they overlooked was that they still paid fares, because every dollar that goes back to the states, cities, towns and villages has to come from the people in taxes. The Federal government can give nothing to the people that it does not take from the people and a great deal sticks to the fingers of the Federal agencies when the tax moneys change hands, for bureaucrats cost money.

A Human Right. Whatever else socialism is, or is claimed to be, its first tenet is the denial of private property. All brands of socialism, and there are many, are agreed that property rights must be vested in the political establishment. None of the schemes identified with this ideology, such as the nationalization of industry, or socialized medicine, or the abolition of free choice, or the planned economy, can become operative if the individual's claim to his property is recognized by the government.

It is silly to prate of human rights being superior to property rights, because the right of ownership is traceable to the right to life, which is certainly inherent in the human being. Property rights are in fact human rights. A society built around the denial of this fact is, or must become, a slave society. It is a society in which some produce and others dispose of their output.

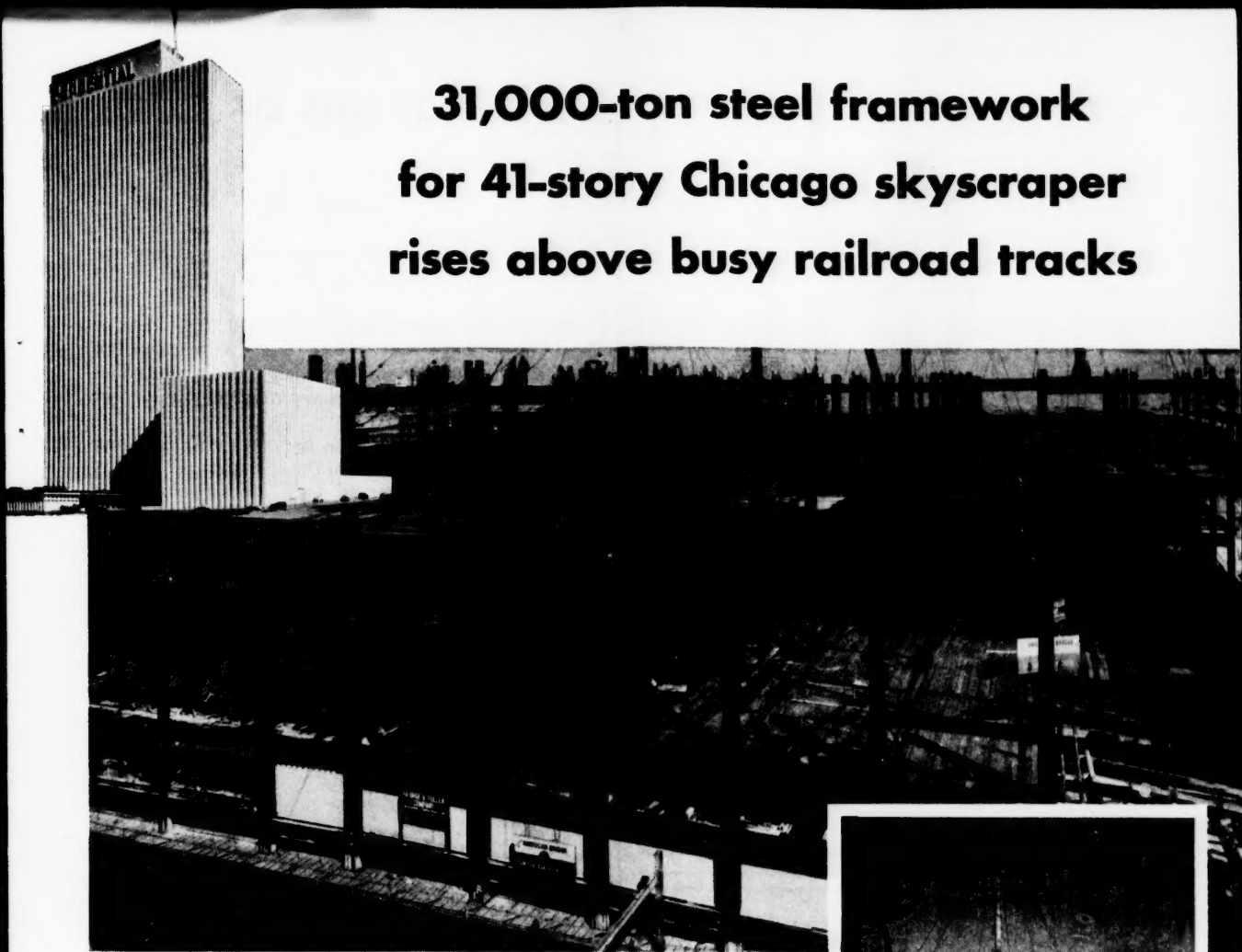
Lost Controls. Before Franklin Roosevelt's first administration the public had several effective controls over heavy government spending. They have lost practically all of these controls since then.

First, the tradition of a balanced budget has been greatly weakened as a result of not balancing it for most of the past twenty-five years. Consistently unbalanced budgets cause inflation. Second, since about 1933 the Federal government has spent more annually than the local and state governments together have. Formerly the opposite was true. The people cannot as readily bring pressure to stop waste by the Federal government. It is more remote and it has a freer hand financially. It generally does not have to go to the people for permission to enlarge its public debt, it has its own banking system, and it can influence interest rates in the securities markets. Third, interest rates do not move as freely as they once did. That was especially true down to 1951. Bond prices were thus kept artificially high. Fourth, we do not have a gold coin standard available for the public to use to bring pressure on a spendthrift Congress.

In view of the removal of these controls plus World War II, it is small wonder that the Federal government has spent beyond its means for years and that

(Continued on page 22)

31,000-ton steel framework for 41-story Chicago skyscraper rises above busy railroad tracks



AMERICAN BRIDGE safely handles difficult construction problem with minimum interruption in rail traffic

CONSTRUCTION of the new Mid-America Headquarters building of the Prudential Insurance Company, being built above 18 tracks of the Illinois Central Railroad located at Michigan Avenue and Randolph Street in Chicago, is now well under way. The big, 600-ft. skyscraper, which straddles eighteen railroad tracks, is moving upward according to schedule with little or no interruption of rail traffic.

Approximately 31,000 tons of steel will be used for the framework for this tall, modern structure—all of

which is being fabricated and erected by American Bridge. It will take 125 American Bridge men about one year to erect the big steel columns, beams and girders for the towering structure.

When completed next year, the Prudential Building will rank among the world's most outstanding office buildings. And it will take its place alongside the Empire State Building, the Chrysler Building, the United Nations Headquarters, and other notable American Bridge structures from coast to coast.

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Jackson, Tenn.

LITTLE GRAINS OF SAND

(Continued from page 20)

the dollar has been depreciating not only during the war but for most of the years after it.

Not Quite Independent. Why did the Reserve Board, in what must seem like the nonsequitur of the year, decide to inflate the credit supply at a time when banks already have more money than they have borrowers for?

The chief reason seems to be the Treasury's debt position. In the next six months the Federal Government must borrow about \$10 billion, some in refinancing, some in new money. Here is one borrower for whom the Federal Reserve has to make things easy.

So even if every other consideration dictated a conservative policy in the money market, the central bank officers cannot act as free agents when the money hungry customer is the Government Treasury. And with the present Government debt and budget load the Treasury is going to remain hungry for a long time.

There has been a lot of talk about keeping the Reserve Board "independent," and the Board has succeeded in keeping free of political dictation by the Treasury. But it is surely not without irony that the more successful the Reserve Board becomes in handling the Treasury's mountainous debt, the more securely that debt keeps the Reserve Board a prisoner in its own counting house.

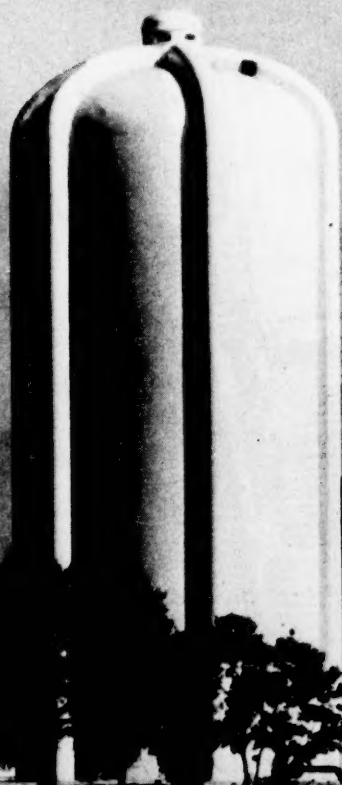
Germany—Free and Slave. While Western Germany has been rapidly building up from the appallingly low level of 1949, Eastern Germany has been as rapidly sinking ever lower in the prosperity scale. Too much of the blame for this steady deterioration in the East has been placed on Russian malevolence, just as too much of the credit for the recovery in the West has been given to American good will. The real reason for the difference is that the Germans in the East have been subjected to an economic system that punishes private initiative, while those in the West have been liberated by an economic system that rewards individual endeavor. It is, of course, true that the Soviet regime symbolizes the former, and the American the latter. But by emphasizing the two governments as rivals, rather than the two economic systems as such, we miss the real point of what has been happening in Germany.

The recovery of Western Germany, under free capitalism, is no more of a miracle than is the deterioration of East Germany, under planned socialism. Both trends, the upward and the downward, are the natural results of economic systems designed respectively to encourage and to discourage individual initiative and productivity. Only five years ago economic conditions in the two parts of divided Germany were much the same. Today the conditions are as different as day and night.

As a case study, this evolution in the two Germanies merits the attention of every American who wants convincing arguments for free enterprise.—*Felix Morley.*

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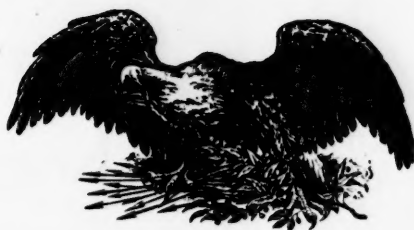
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"What Enriches the South Enriches the Nation"

Power For the AEC

A Guest Editorial

by Thurman Sensing

Southern States Industrial Council

The advocates of public power are now raising a great hullabaloo over the President's directive that the Atomic Energy Commission sign a contract with a group of private power companies to supplement T.V.A. power for the A.E.C. plant at Paducah, Kentucky. Their main arguments against this action are (1) it would stop the growth of the Tennessee Valley Authority, and (2) it would cost the government (the taxpayers) more than if the power were furnished by the T.V.A.

The answers to these arguments are very simple: (1) the growth of the Tennessee Valley Authority *should* be stopped, and (2) the power would actually cost the government (the taxpayers) *less* than if furnished by the T.V.A.

Its proponents and most of its beneficiaries simply won't face the fact that the T.V.A. is out and out socialism. Perhaps they would admit it is socialism if they could point to one instance in history where socialism has ever worked—but, of course, they cannot. So, they just say it is not socialism.

But the very definition of socialism is government ownership and operation, complete government control of production and distribution, of prices and wages. That is the case with T.V.A.

There is one thing sure: if the T.V.A. is good for the Tennessee Valley area, then similar operations would be good for all the rest of the United States. And if public power is good for the people of the United States, then public railroads and coal mines and steel mills and grocery stores and newspapers and all other forms of business enterprise would also be good for the people of the United States. If the water power "belongs to all the people," then surely the coal under the ground and the trees that grow and the land itself—and everything comes from the land—"belong to all the people."

Suppose we had public power on a nation-wide basis. During the last fiscal year private utilities paid more than \$750 million in Federal taxes and nearly \$470 million in state and local taxes—a total of one and one-quarter billion dollars. By comparison, the T.V.A. paid

no Federal taxes at all and to local governments only \$3,418,110 in lieu of taxes. So the taxpayers would have to pay more than a billion dollars more in taxes if we had a national T.V.A.!

Which, of course, leads into the second argument of those who want the T.V.A. to furnish the electric power to the A.E.C. rather than have private utilities do the job. They are just ignoring plain facts when they say that private power would cost the government (the taxpayers) more.

This statement can be illustrated by again using the record of the T.V.A. For the twelve months ending June 30, 1953, revenue derived by the T.V.A. amounted to \$104,877,869. Expenses, including the \$3,418,110 paid in lieu of taxes, amounted to \$85,583,760. This left a balance of \$19,294,109—a balance that the T.V.A. might call profit. But if the T.V.A. had been operating like the private utilities must operate, it would have paid an *additional* amount of \$76,205,028 in taxes. The taxpayers lost this amount. It would have paid interest and amortization of \$34,629,185 on its power investment of better than \$800 million—but in this case the taxpayers paid it.

This means that the government (the taxpayers) lost \$91,540,104 by operating the T.V.A. as a socialistic agency (\$76,205,028 plus \$34,629,185 less \$19,294,109). Even if the consumers in the T.V.A. area paid \$60 million less for their electricity than private power would have been forced to charge—the wildest claim advanced on this score—the taxpayers as a whole would still have lost more than \$30 million. And, of course, only those in the area benefited.

To enlarge the T.V.A. to furnish electric power to the A.E.C. would simply increase this loss. To allow private enterprise to furnish the power would at least stop the loss where it is, and would in addition furnish increased revenue to the government. This accounts for the sensible attitude taken by the President in this matter.

Enlarging socialism is no way to stop socialism—and the decision is still between socialism and private enterprise.

Red Plans For World Conquest Affect Market

Continued stock market rise in part due to inflationary implications of the "Master Blueprint."

By Robert S. Byfield
Financial Editor

During the past nine months we have frequently referred to the various factors which contributed to the advance in quotations for common stocks. As in the past, there has been no single propelling force behind this move. In late June the Dow-Jones Industrials stood at a new high of approximately 332, the Rails near 114 and the Utilities above 58. While there was an important setback earlier in that month, the rise was quickly resumed and seems to have plenty of momentum to drive it forward still further. There is no question but that the cheap money policy of the Administration has been a contributor to this. Recently Federal Reserve requirements were made more liberal, thereby increasing the lending power of our banking system markedly.

Months ago the stock market reached a point where it began in a sense to feed upon itself. Conservative investors owning "blue chip" equities are reluctant to sell them when they enjoy large book profits and in the event of disposal would be subject to substantial capital gains taxes. On the other side of the coin is the constant accumulation of investment money in the hands of institutions, pension funds, retirement plans and various types of trustees. These group investors are by nature conservative and seek to limit their responsibility by investing in recognized well known names.

The "international situation" has been deteriorating steadily over the past year as pointed out frequently in this column. Frankly, the isolation of the United States by the Communist nations and their auxiliaries has been proceeding to a point where it is truly alarming. The crisis may some day reach a point where it might adversely affect the prices of common stocks, having already done so in a minor degree in the case of a handful of companies, chief of which is the United Fruit Company. The troubles of this or-

ganization in Central America are, of course, no secret. Perversely enough, the deterioration of our position abroad has so far been reflected in the stock market by a kind of internal "flight from the dollar." To phrase it slightly differently, investors are sensing trouble and feel more comfortable if they have good, sound common stock equities in their strong boxes rather than a substantial uninvested cash balance. There is much to be said for this type of thinking.

Unfortunately, we do not see much chance that our troubles abroad are going to lessen. We are still losing friends and it seems that practically every diplomatic move which we make is promptly used against us by the Kremlin's worldwide propaganda apparatus. Since we have almost nothing to oppose this type of political and psychological warfare, the Soviet Union is enabled to gain at our expense in almost every non-military phase of the Cold War.

Our opinion as to the long range plans of the Kremlin was fully confirmed by the publication this Spring in the *Congressional Record* of a so-called Red Plan to Rule the World. Newspaper articles thereafter featured what they referred to as a "secret" Communist blueprint for world victory as though it was something sensational. This plan purported to be a paper carried by Mao Tse-Tung to the Kremlin in March 1953 and was really in the nature of a progress report. The fantastic part of this story is that the American public, as well as most newspaper editors, apparently believed there was something new in this blueprint. As a matter of fact, basic Communist intentions were made public to the world long ago and were available to anyone who did not wish to ignore them. At the risk of laboring the point, we quote herewith from our column in **THE MANUFACTURERS RECORD** for May 1953, which

was prior to the cease fire agreement in Korea:

"For over thirty years there has been no secret as to the objectives and program of the Soviets. They are set forth in scores of books and pamphlets in almost all of the leading languages in the world. Their authors are the recognized spokesmen for international Communism, including Lenin, Stalin and Malenkov, and their American counterparts such as Foster, Browder and many others. The details of the world revolution looking towards the dictatorship of the proletariat in all countries have been spelled out in the minutest detail. One has only to mention a few of the documents which comprise one of the unimpeachable sources. We refer to the Theses and Statutes of the Communist International adopted by the Second World Congress in 1920; the Constitution and Rules of the Communist International and its program adopted by the Sixth World Congress in 1928; and the reports of Joseph Stalin to the 16th, 17th and 18th Congresses of the Communist Party of the Soviet Union. All of these documents are available in English, but unfortunately, few Americans and even fewer investors have taken the time and effort to glance at them. The blueprint for World conquest consists of long term, medium term and short term plans piled on top of one another like the layers of a cake and their very nature shows that they are not easily reversible. If International Communism renounced its plans for world conquest, it would no longer be Communism, because the aggressiveness and the global program of the Communist parties are integral and inseparable parts of their ideology. Hence, the ending of an actual shooting war in Korea would constitute only a minor incident and far from a decisive one on what is generally admitted now to constitute the greatest bid for power in the history of the modern world."

Official recognition of the Communist global blueprint by the United States Government should in time promote an awareness as to its details on the part of the public in general and investors in particular. This is all to the good because the United States cannot readily utilize its tremendous strength unless it has a long range plan calculated to protect its security. So far as the investment market is concerned, all these developments have distinct inflationary aspects. It is becoming recognized, for example, that Southeast Asia cannot be saved for the Western World unless the back of the Chinese Revolutionary Army is broken. Measures short of this cannot be successful. There is one more conclusion which seems pertinent. In the light of the blueprint, the Guatemalan affair is not an isolated incident, but a small part of a larger whole. What has happened to United Fruit and International Railways of Central America in that country could happen to dozens of companies whose shares are listed on the New York Stock Exchange and who have major investments in various parts of the world.

Southern Business Looks At The Second Half of 1954

With this issue, we start the second half of 1954. This has been a important year for industry with a return to a buyers' market and the South has been notably steady throughout this period.

It was felt by the editors that a survey of Southern business and industry, to determine the outlook for the second half as to sales, profit, and expenses, would be of value. We covered in our mailing leading representatives of various fields including construction, banking, investment, processed food, petroleum, printing and publishing, iron and steel, and the lumber business.

Before giving the results of the survey, we would like to quote from an address delivered by the Honorable Sinclair Weeks, Secretary of Commerce, at the Flag Day luncheon of the Economic Club in Detroit last month. His speech was entitled, "What's Ahead for American Business," and we felt that his opinion of the over-all picture would be of interest as background for the results of the survey.

"The answer to what's ahead for American business depends to a great extent on President Eisenhower's program now before the Congress. That program, I sincerely believe, is the most comprehensive, the most effective from an economic standpoint, the most powerful and should be the most politically acceptable program ever offered the American people.

"Its economic aspects comprise a broad plan of action, designed first—to prevent the current mild readjustment from snowballing into a depression and second—to convert this readjustment—once again on the upswing—into the base for a long period of substantial growth and great prosperity. . . . Let me point out very frankly, however, that there are in the country today potent advocates of two different courses, each utterly antagonistic to the other, who sharply complain of the methods we are using.

"One group objects because the millennium isn't speeding fast enough to suit them. . . . There is another group which does not approve of our current course—the left wingers, whose spokesmen still crawl about Washington advocating their old brand of radical vote-catching schemes.

"I often ask myself what should government do for the welfare of the nation and its people. Lord Macaulay, the English historian, once said: 'Our rulers will best promote the improvement of the people by strictly confining themselves to their own legitimate duties—by leaving capital to find its most lucrative course, commodities their fair price, industry and intelligence their natural

ward, idleness and folly their natural punishment—by maintaining peace, by defending property, and by observing strict economy in every department of the state. Let the government do this—the people will assuredly do the rest.'

"Subject to some changes wrought by time in this uneasy world we live in, the fundamental facts stated by Macaulay are still true. . . . This Administration believes in private enterprise and a free economy but it is unrealistic to believe that government either can or should keep to a completely hands off policy.

"By reducing expenses and other constructive action, we are making progress toward a balanced budget. . . .

"We are getting the government out of competition with private enterprise. We are embarking on the biggest highway program in history. All of these factors stimulate business activity and make jobs.

"Foreign affairs is not my field, but I would leave just a word with you. There is much to be troubled about but much to be pleased over.

"In our bipartisan foreign policy we have been trying to build a cooperative peace. The end of bloodshed in Korea is an example of success in the endeavor. So are economic and military aid for the defense of free nations and the diplomatic conferences in which Secretary Dulles has advanced unity with our friends. All have strengthened our national security. . . .

"Logic proves that if to an individual's worry about war and bomb destruction, there is added the extra fear of want from misfortune, a condition is permitted that is ripe for demagogues to use to the ultimate detriment of the country.

"The confidence of businessmen is one of the greatest driving forces in our economy. Did they not anticipate a bright future, they would not now be spending \$27.1 billion for plant and equipment. They had no such faith in the depression era. In fact in 1939, six years after the deep point, they spent only \$5½ billion for such purposes.

"The economy will be strengthened if the confidence that smart businessmen show can be spread to other people, too.

"The Administration's program to strengthen the floor of security for the individual is . . . part of the over-all program essential to economic stability and growth. . . .

"What of business prospects? Unemployment rolls for two successive months have been dropping. The rate of industrial production (Federal Reserve Board Index) has started upwards in May for the first time since last summer. Construction is well ahead of 1953 and in

May, contract awards (Dodge figures) ran 34% ahead of May, 1953. Confidence—because so much of what an individual buys is postponable—and hard selling are the ingredients necessary for a complete resumption of our forward move in business.

"This program the Administration has presented assures: First, that government will get out of business, and that bureaucrats will get out of businessmen's hair. Second, it assures that expenses and taxes will be reduced so that the people may have more of their own money to spend. Third, it assures that the tax system will be remodeled so as not to penalize the saver and the investor, and that the tax system will be used not to reform our social system but to gather taxes; and fourth, that our money shall be sounder and stronger. . . .

Some of the following results occurred in our survey of Southern business leaders. 33 1/3 per cent predicted that their sales, profits, and expenses, as compared with the second half of 1953, would be up. 44 per cent predicted that they expected sales to remain the same, and 55½ per cent predicted that they expected expenses to remain the same.

In each case, our questionnaire asked the individual to state the percentage of change up or down for the three classifications. The largest percentage of change was found in the iron and steel industry where 25 per cent downturn of sales was expected. However, at the same time, this industry expected only a 10 per cent decrease in profit and a 5 per cent decrease in expenses.

One of the outstanding uptrend industries is the processed food field. In this field, as already noted in many other reports throughout the nation, sales were expected to increase 20 per cent. Profits were also expected to go up but expenses, percentage-wise, to remain the same.

A brief rundown of the various fields follows: banking and investments predicted sales, profits and expenses to remain the same in 66 per cent of the firms reported. The remainder predicted a downturn in sales and profits of from 5 to 10 per cent and an increase in expenses of about 10 per cent. Construction predicted an upturn in sales and profits of 10 per cent and expenses to remain the same. Petroleum predicted the sales the same, profits down 10 to 15 per cent and expenses the same. Printing and publishing predicted sales up 7 per cent, profit up 2 per cent, and expenses up 5 per cent. Lumber predicted sales the same, profits down, expenses up 3 per cent.

The second half of 1954 for Southern business will be a good one in comparison with the nation.

Planned Diversification Program Would Speed Growth of South's Industries

by Sidney Fish
Industrial Analyst

Further rapid industrial growth lies ahead for the United States during the next two decades, if the needs of the growing population are to be met. The South particularly has great opportunities to grow, by recruiting new industries from other areas, as well as by diversifying and expanding those already located here.

It is therefore extremely important for each Southern manufacturer to make a study of his lines of products with a view to ascertaining whether new or improved lines are needed to take full advantage of the area's growth potential. Such diversification of output can be accomplished effectively through research and development; or through the purchase of individual products which seem to be slated for increased demand; or by acquiring an entire company which has a line of "growth products."

Manufacturers today are eager to speed up their growth and increase their profits by developing or purchasing new lines of products. The old slogan, "Shoemaker, stick to your last" has been scrapped by companies which have successfully diversified their output in recent years. This has been done particularly effectively by companies which were engaged in slow-growth fields, and which decided that they could speed up their own development by moving into electronics, electrical housewares, chemicals, specialty metal products, or other fields which have enjoyed rapidly expanding markets.

The risks involved in moving into a new field are well recognized in industry. If the new products require an entirely new marketing approach, years may be required to place such new products on a profit-making basis. Sometimes the venture has to be abandoned, if the products are poorly designed, or the new field is overcrowded.

Companies like du Pont, General Electric, Sprague Electric, Dow Chemical and Minnesota Mining have placed major emphasis on research to assure steady development of new products. These companies spend approximately 3 per cent of their sales on research each year—far more than industry ever thought of spending for such purposes until about five or ten years ago. When the research program is carefully controlled and well

directed it will pay off fabulously well. On the basis of past performance, du Pont estimates that within 20 years, three-fifths of its sales will be in products which are not even known today.

Many Southern companies are making full use of research to develop new products and achieve greater diversification. But others are beginning to see the possibilities for even more rapid growth by purchasing a company which has a good line of products in a rapidly expanding field.

During recent years, many such acquisitions have been effected. Often, however, the motivating factor was to achieve tax savings, particularly during the period when the excess profits tax was in effect. By buying a company with a good tax base, and by further developing it retained earnings have been substantially increased.

At present, numerous opportunities exist to buy companies which have products that can be developed successfully in the South. The increase in competition during the last year or two has made owners of businesses willing to sell out, particularly where they realize that they lack adequate funds to capitalize on their market. For this reason, any company which is well financed, and which is aiming to achieve greater diversification, can accomplish this today through the purchase of small, well-managed companies.

Several manufacturers have achieved rapid growth in recent years through a program of planned diversification accomplished through mergers or outright purchase of other companies. Often this can be achieved through the exchange of stock, because management of the acquired company is eager to step out.

While there are risks involved in buying other companies to achieve diversification, it must be remembered that there are offsetting inducements. If the program succeeds, the company will be more secure with a well balanced, diversified line of products than it would be if it remained in its own field with a single product. Furthermore, business is changing rapidly today. Products which are in good demand one year may be replaced within a relatively short time by new developments. Hence a flexible, dynamic approach may prove to be safer, in the long

run, than a stand-pat, "I'll stay in my own field" policy.

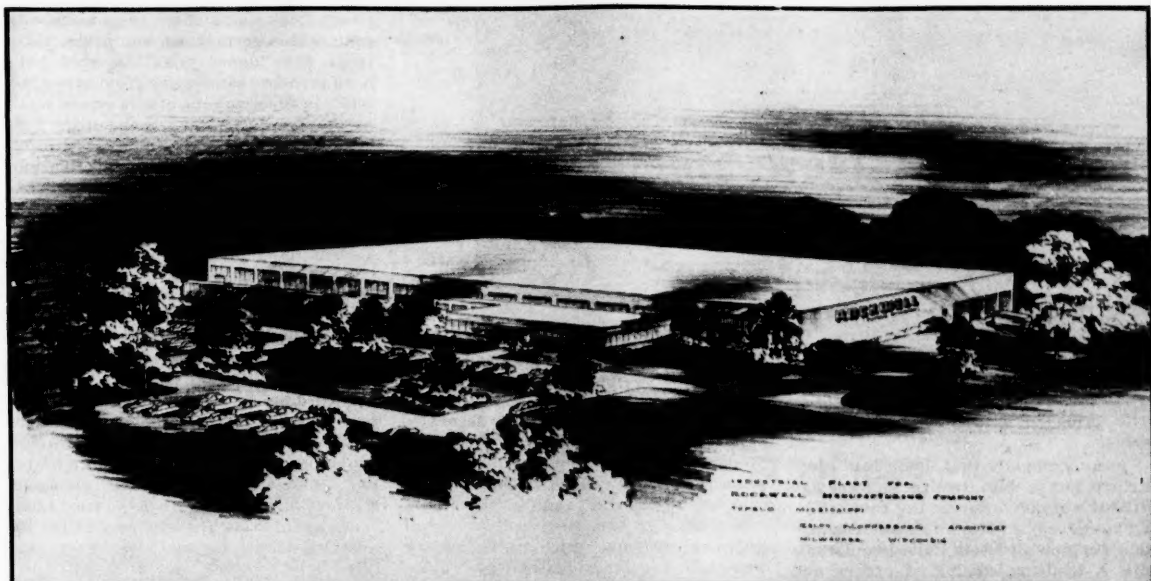
Several companies have been outstandingly successful in recent years in achieving rapid expansion and diversification by acquiring other companies. Among them are Rockwell Manufacturing Co. of Pittsburgh, which recently constructed two new plants at Southern locations; the Porter Company of Pittsburgh, formerly a builder of freight cars but today a maker of a wide variety of steel and rubber specialty products. Even within individual industries, companies have been able to broaden their line of products, and reduce overhead and selling costs, by acquiring the businesses of competitors. The latter type of acquisition is aimed primarily at economies and efficiency, rather than at diversification.

Many companies that never were identified with electronics have launched themselves in this field by acquiring small companies that appeared to have developed products with good potentialities. In this way, the expenses of research and development, which come very high today, have been avoided, and the parent company has greatly reduced the length of time required to bring out a marketable product. Companies like Daystrom Manufacturing Co. (formerly American Type Founders), Thompson Products, Clevite Corporation and others have stepped into the electronics field by buying one or more companies that had developed electronics instruments or equipment of various kinds.

To assure greater possibilities for success in the effort to diversify by the acquisition of products, or of companies producing such products, a planned approach is needed.

Only by the greatest luck can a random merger program prove successful. The effort must be carried on in such a way that a great many companies and products are investigated and screened before a favorable decision is reached to acquire one. The best programs aimed at better diversification through mergers and purchases appear to be those which are carried on regularly and continuously as part of the normal effort to expand the business and keep it healthy.

The Rockwell Manufacturing Company, for example, carries on a steady diversi-



Rockwell Manufacturing Company at Tupelo, Mississippi.

fication program calling for the purchase of independent companies. It reports that this effort has enabled it to show steadier and better profits than those of its competitors. The company, operating in fifteen different markets, believes that it is not as vulnerable as it would be if it were in only one industry. At the same time, it does not seek to acquire companies which are industries entirely foreign from its own metal working lines. It has, for example, never purchased a chemical company.

Because it is known to be interested in acquiring other companies, many propositions are made to Rockwell in the course of an average year. During 1953, for example, over 400 different offers to sell were made to the company. Only seventeen of these were deemed promising enough to warrant an investigation, only two were seriously considered, and one was actually acquired.

Like other companies which have been successful in acquiring new units, Rockwell also maintains its own laboratory to develop new products. But its major growth in recent years has come through acquisitions, rather than new product developments of its own. In this way, some successful companies have achieved control over the high costs of research and development in new fields where the technology is rapidly moving ahead. In such fields, new products are occasionally developed at great cost which turn out to be not much different, and possibly even inferior, to similar products which have been under development in competitors' laboratories.

Rockwell uses a checklist as a means to measure the desirability of each candidate for acquisition. This checklist is a formidable affair, embracing 69 questions, including the usual questions concerning assets, working capital, nature of the inventories, etc. The checklist covers seven main groups of questions. The first group

includes general questions (history of business, organization chart, policy manual, etc.). Other groups of questions are concerned with financial matters, sales and markets, purchasing policies, research and engineering, and labor.

W. E. Hill of the William E. Hill Company of New York, management consultants, says there are 100 companies that are "chasing new products unsuccessfully for the one that is using a well-organized and planned approach." He points out that the transition from an old or single-product company in an unstable or static industry, to a growing, highly profitable corporate organization can be achieved by many companies today which possess suitable organization and financial resources. He thinks the odds are favorable for such a transition.

While there have been numerous examples of unsuccessful attempts by a company to diversify its output, such failures should not prevent a company from going ahead with a planned effort.

Occasionally, if the effort is pursued, some handsome bargains may be picked up. This is a buyers market for numerous properties. An owner who wishes to retire and sell his business will often accept securities in lieu of cash. The terms may be so advantageous that the purchaser will pay only a small part of what it would cost him to build or buy new facilities of the same kind.

Every effort should be made by Southern manufacturers to latch on to new products in growth industries. If the cost or the risk is too great to develop these products from scratch, efforts should be made to team up with established producers in these new, glamorous fields of growth.

In the past, too large a proportion of Southern manufacturing has been concerned with "heavy, hot and dirty" fields of production. The labor content in such fields is low. The biggest profits today are

made in fields where the labor content per dollar of sales is high, and the material cost is relatively low.

Southern producers who are now engaged in slow-growth industries should look around them, in the North or the South, for the products that will accelerate their growth. Often, brokers who specialize in selling businesses will bring propositions to those who are looking for desirable properties. It should not be assumed that all of these companies are undesirable, merely because they have a "for sale" sign on them. There are good reasons why some desirable companies are sold. The owner may have no sons to carry on the business, or he may wish to place his estate in a more liquid position. Sometimes he is looking for younger, more efficient or more aggressive management, and feels he can best achieve this by merging with a company that has an outstanding record.

Advertisements in trade and financial journals will also turn up numerous prospects. In some cases, in lieu of buying an entire business, desirable products or patents may be purchased, together with required production machinery—all for a substantial discount from the cost of buying the machinery alone. Or licenses to manufacture established products can be acquired.

A high premium is being placed today on flexibility in industry. The company that can turn around fast to meet new conditions can achieve the most rapid progress. This is the age of steel and aluminum specialties and household products; of chemicals and electronics; of a new family of high performance metals—titanium, zirconium, molybdenum. The successful companies in those fields are going to enjoy fabulous growth.

Southern manufacturers should explore ways to diversify in these rapid-growth fields. The results will be rewarding for Southern industry.

The South's New Steel Pail Plant

Entering upon its second year of business, Vulcan Steel Container Co. of Birmingham, Alabama, can point with no little pride to outstanding accomplishments.

From a company that opened its doors slightly more than twelve months ago without a single order on the books, Vulcan has developed into an accepted south-wide supplier of Steel Pails and Drums with a healthy backlog of orders and excellent prospects that make 1954 look bright indeed.

Gordon D. Zuck, President, established the company in August, 1952. Mr. Zuck was formerly vice president of one of the oldest Steel Container manufacturers in the country, and has a background of twenty years' experience in this business. He has a wide acquaintance with manufacturers throughout the South and the establishment of this plant in Birmingham is the realization of a dream that grew out of years of planning. Vulcan Steel Container Co. is the first and only plant devoted exclusively to making a full line of Steel Pails for users in the growing South. Mr. Zuck brought with him a small core of experienced key personnel around which has been built a well-knit efficient organization that functions fast and effectively.

The new company is supplying a large percentage of users throughout the South and Southeast with Steel Pails for food products, paints, varnishes and lacquers, putty and caulking compounds, industrial and agricultural chemicals, petroleum products, pesticides and disinfectants, and printing inks. These containers are made in sizes ranging from one gallon through eight gallons. They are furnished with full removable lug covers or in Closed-Head, Drum Type. All of the popular pouring openings are offered to meet whatever needs the user may have.

One of the important offerings of Vulcan is their range of proven-in-use Hi-bake Interior Protective Lacquer Linings. Many products must be protected from corrosive reactions, discoloration or even decomposition. In the Agricultural Chemical field this is especially true of some of the emulsions. Vulcan's Hi-bake Linings have been perfected and proven for dependability. Modern equipment for this purpose insures a uniform film thickness and a proper baking of the Protective finish. The firm has perfected some Special Linings that are in wide use for hard-to-hold products. They can also supply any of the commonly known Lacquer Linings.

Now, as a further advancement in the service, the company offers new Lithographing facilities of the most modern type for furnishing colorfully decorated pails. Customer's trademarks, labels and product directions-for-use can now be beautifully lithographed in any number of colors on the steel containers.

According to the firm, brilliant, clear colors, newly perfected hard, mar-proof, over-varnishes are furnished by Vulcan to produce a long-lasting job. Existing lithographed designs can be faithfully reproduced or new designs created. Competent designers and artists are available to work with pail users in the creation of sales producing designs. The sales and advertising value of Lithographed Pails is well recognized. They prominently display the company and product name and because of the secondary utility of the pail this advertising stays active long after the original contents of the container are used.

A visit to this progressive plant promptly brings to emphatic attention the exceptional and refreshing spirit of interest and serious intent of every one of the workers. It is an organization of 70 happy

young folks, going about their work with remarkable enthusiasm and pride. All of them are "home folks"—several have been farmers, some came from other factories in Birmingham, others owned small businesses of their own. Some of the girls were waitresses, clerks or worked in offices—but all know their respective jobs well and have a genuine interest in what they are doing, and in the company.

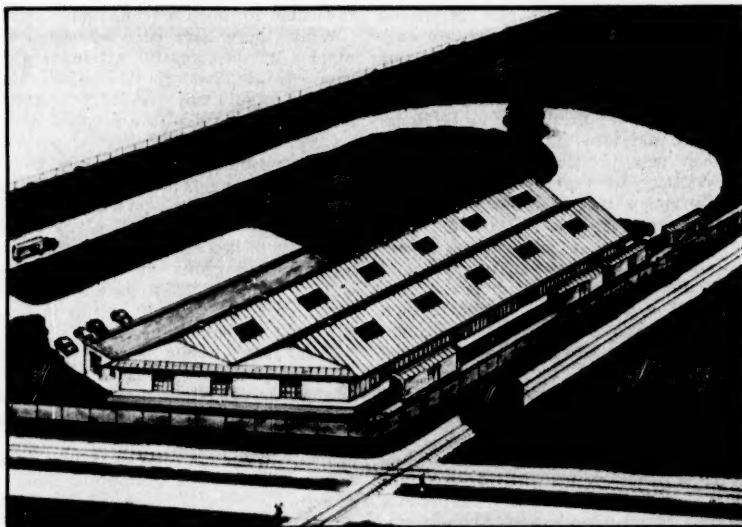
This organization is especially keyed to a large daily production and to a flexibility of operation that makes the speedy, personalized handling of orders a routine matter. Mr. Zuck, who has been in the steel container business since 1932, is confident Vulcan has an exceptionally bright future.

According to the president, the firm now supplies most of the important industrial manufacturers and processors in Alabama, Georgia, Florida, South Carolina, North Carolina, Virginia, Tennessee, Mississippi, and many in Arkansas, Louisiana and Texas. The economy of the industries served is expanding very rapidly.

Every Vulcan Pail is made of fine quality Birmingham-made steel, on modern production equipment and in accordance with very exacting standards. Moreover, each and every Pail and Drum is carefully tested and fully complies with all standard specifications.

The company is most favorably located with reference to its source of steel, being virtually next-door to the very heart of the southern steel industry.

The company is proud that during the past year, starting from scratch and working up a sound list of satisfied repeat customers who keep the firm in full production, Vulcan has earned for itself the right to be considered a dependable source of steel containers.

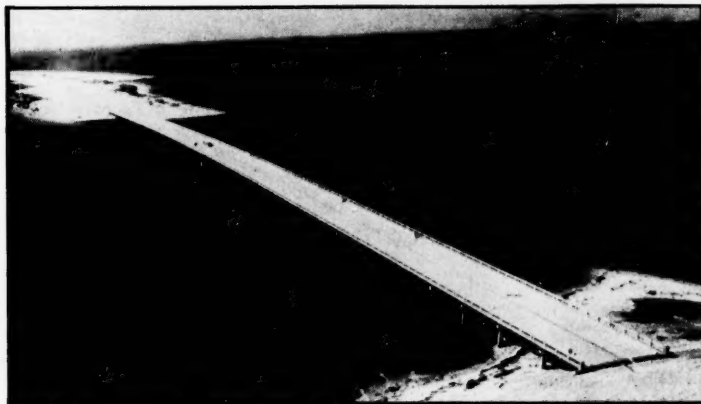


This new modern fireproof building with over 30,000 square feet of floor space is devoted exclusively to the manufacture of steel pails. A private railroad siding connecting directly to the L&N and covered docks provide for loading seven cars at one time.

Trans Bay Bridge St. Petersburg, Florida

FILL

The \$22,250,000 fifteen mile open water crossing is scheduled to open in August 1954.



BRIDGE

Included in the engineering feat are an eleven mile over-water crossing at the mouth of Tampa Bay; a two mile crossing of Terra Ceia (Heavenly Earth) Island; a one-half mile crossing of Terra Ceia Bay, and one and one-half miles of approach road on the mainland to join the Tamiami Trail to the Everglades and the Florida Keys.

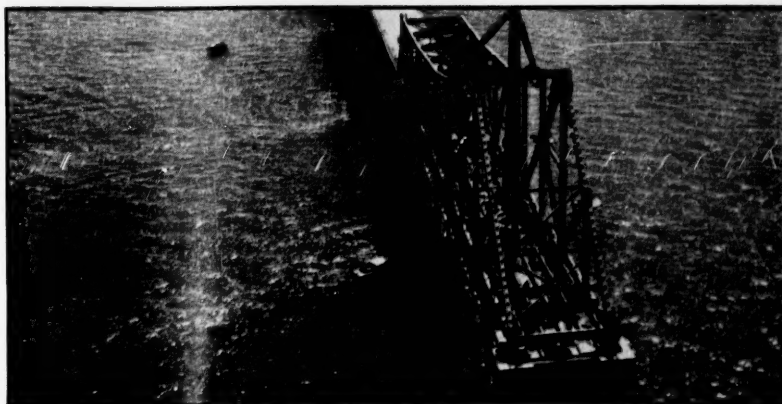
750,000 cars are estimated to cross the new bridge.



S P A N

JOIN

When the tremendous bridge-crossing is opened it will close the last gap in the Gulf Coast Highway (U.S. 19). It is the second largest public works project in the history of the state of Florida. The great central cantilever span between abutments is 4.2 miles; and like 4.1 mile Chesapeake Bay Bridge and 4.3 mile San Francisco Bay Bridge, this bridge replaces a ferry service.



Southern Manufacturing Scores High Gains

Percentagewise, the South Greatly Outpaces the Nation.
Improvement in Per Capita Rating Is the Goal to Be Sought.

by Caldwell R. Walker
Editor, *Business Trends*

For a half century, the South has been making commendable gains in living standards and per capita income.

The Region will need, however, to step up even more its ambitious progress if it expects to overhaul other sections of the United States during the lives of those who now constitute the population.

Studies made during the preparation of this year's *Blue Book of Southern Progress* brought out some interesting facts:

(1) Between 1939 and 1953 the *Blue Book South* (16 states) increased Manufacturing Production 428 per cent; during the same period the United States marked up an increase of 374 per cent; remaining regions outside the South gained 360 per cent when lumped as a whole.

The foregoing percentages refer to dollar values, considerably inflated by price increases, but for purposes of comparison such values are as good as any other since they apply to all regions alike.

(2) Per capitawise, the South increased production \$905 for every man, woman and child in the Region; the United States achieved an increase of \$1,348 per capita; and other regions taken together had an increase of \$1,570 per capita.

(3) In the South, the three states to record highest percentage gains are South Carolina, Texas and Kentucky, in the order named. For per capita gain leadership, Maryland, Missouri and North Carolina, in the order named, vied closely.

(4) In the United States, Kansas nosed out South Carolina and Texas for percentage gain leadership. In per capita gain, Michigan, Connecticut, Ohio and Indiana were closely bunched.

(5) As to regions, the Pacific States led the Nation in percentage gain—due chiefly if not solely to that region's tremendous growth in aircraft output. In large measure for the same reason, West South Central was second.

(6) Lowest in the scale of percentage gains were the Middle Atlantic states, New York, New Jersey and Pennsylvania, which for many years prior had reigned supreme in the matter of industrial gains.

(7) New England did right well for itself during and after the last war. Percentage gain was 290, but dollar gain was

\$14 billion, equaling \$1,471 per capita, exceeded only by Middle Atlantic and East North Central.

(8) To have run up as high a score as New England, the South would have had to abscond with some \$5 billion more of that region's industry—additional to that already allegedly highjacked.

Industry Groups

Turning from regions to industry groups, Durables considerably outgained Nondurables; the former's percentage gain was 462 against 309 for the latter.

Among durables, Machinery (in this instance made up of machinery, electrical machinery and scientific instruments) had the highest percentage gain at 655. Transportation Equipment, with its powerful aircraft and automobile segments, ran second at 610.

Following these, in order of highest percentage gain, were Wood Products (lumber and furniture), 381 per cent; Primary and Fabricated Metals, 329 per cent; Stone-Clay-Glass, 313 per cent, and Miscellaneous Manufactures, 293 per cent.

In Nondurables, the order was: Chemicals and Petroleum and Coal Products, 441 per cent; Food and Tobacco, 308 per cent; Textiles and Apparel, 245 per cent; Rubber and Leather, 235 per cent, and Printing and Publishing, 221 per cent.

Southern Problem

Of all the foregoing observations, those numbered (1) and (2) are most interesting so far as the South is concerned.

From these it becomes clearly obvious that percentage comparisons can be highly deceptive.

Although the South has definitely outpaced the Nation percentagewise during the past decade and a half, the Region actually has made little gain on the Nation so far as living standards are concerned.

It is dollars per person that in actuality furnish the true measure of living standard levels.

Not until the South can match the av-

erage of the Nation in Factory Investment, on a per capita basis, will the Region be truly on the upgrade in living standards.

Time Is of The Essence

None of these observations should be construed as belittling or discouraging the heroic efforts being made by civic and industrial leaders throughout the South. Nowhere in the world, and at no time in history, have better efforts been put forward.

Such observations as the foregoing are made for two reasons:

First, to debunk the idea that the South is accumulating more than its share of industrial investment;

And second, to keep ourselves reminded that if we would not be ostriches with our heads in the sand, we must face boldly and frankly the fact that the South has a problem.

Furthermore, it is a tough one, fraught with racial complexities that will not easily be surmounted.

At the same time, circumstances that heretofore have been largely against the South are gradually turning in favor of the Region.

Concentration of industry, almost a fetish before the war, is definitely retreating before the onrush of atomic contingencies.

Markets, formerly centered in the East and North, are rapidly shifting centrally toward the South and West.

Cooperative Labor, once an easily provided necessity, is now restricted to new frontiers such as those found in the South and Southwest.

Also, Southern leaders are fast learning how to cash in on Southern advantages. Publicity is reaping a profitable reward.

It will take time to bring the assets of the South into full productivity, but it is not hard to see that the time necessary for this purpose becomes much shorter with each passing year.

(On the opposite page will be found tabular presentation of the facts outlined above).

Manufacturing Growth—1939 to 1953

(Output Gain—\$ Million)

	Nondurables				Durables				All Manufacturing				
	1939	1953	% Gain	Dollar Gain	1939	1953	% Gain	Dollar Gain	1939	1953	% Gain	Dollar Gain	Per Cap. Gain
Maine	\$ 280	\$ 918	228	\$ 638	\$ 66	\$ 313	374	\$ 247	\$ 346	\$ 1,231	256	\$ 885	\$ 995
New Hampshire	195	572	193	377	47	256	445	209	242	828	242	586	1,112
Vermont	47	149	217	102	57	268	370	211	104	417	301	313	840
Massachusetts	1,655	4,922	197	3,267	817	4,125	405	3,308	2,472	9,047	266	6,575	1,345
Rhode Island	352	981	179	629	165	685	315	520	517	1,666	222	1,149	1,383
Connecticut	434	1,840	324	1,406	805	4,155	416	3,350	1,239	5,995	384	4,576	2,174
NEW ENGLAND	2,963	9,382	217	6,419	1,957	9,802	401	7,845	4,920	19,184	290	14,264	1,471
New York	4,978	15,613	214	10,635	2,212	11,972	441	9,760	7,190	27,585	284	20,395	1,337
New Jersey	2,082	7,238	248	5,156	1,366	5,804	325	4,438	3,448	13,042	278	9,594	1,848
Pennsylvania	2,806	10,118	261	7,312	2,729	12,946	374	10,217	5,535	23,064	317	17,529	1,642
MIDDLE ATLANTIC	9,866	32,969	234	23,103	6,307	30,722	387	24,415	16,173	63,691	294	47,518	1,527
Ohio	1,850	7,228	291	5,378	2,769	15,288	452	12,519	4,619	22,516	387	17,897	2,123
Indiana	956	3,555	272	2,599	1,316	7,417	464	6,101	2,272	10,972	383	8,700	2,078
Illinois	2,569	9,746	279	7,177	2,235	12,008	437	9,773	4,804	21,754	353	16,950	1,864
Michigan	1,017	4,075	301	3,058	3,345	17,836	433	14,491	4,362	21,911	402	17,549	2,561
Wisconsin	879	3,277	273	2,398	726	4,188	477	3,462	1,605	7,465	365	5,860	1,163
EAST N. CENTRAL	7,271	27,881	283	20,610	10,391	56,737	446	46,346	17,662	84,618	379	66,956	2,082
Minnesota	637	2,929	360	2,292	209	1,735	730	1,526	846	4,664	451	3,818	1,250
Iowa	530	2,493	370	1,963	189	1,464	675	1,275	719	3,957	450	3,238	1,252
Missouri	891	3,698	315	2,807	498	2,664	435	2,166	1,389	6,362	358	4,973	1,226
North Dakota	41	128	212	87	3	10	233	7	44	138	214	94	158
South Dakota	76	289	280	213	6	31	417	25	82	320	290	238	369
Nebraska	245	1,211	394	966	29	251	765	222	274	1,462	434	1,188	875
Kansas	427	1,838	330	1,411	41	1,673	4,080	1,632	468	3,511	650	3,043	1,518
WEST N. CENTRAL	2,847	12,586	342	9,739	975	7,828	703	6,853	3,822	20,414	434	16,592	1,161
Delaware	78	642	723	564	37	116	213	79	115	758	559	643	1,822
Maryland	547	1,928	252	1,381	481	2,276	373	1,795	1,028	4,204	309	3,176	1,235
D. C.	71	216	204	145	9	18	100	9	80	234	193	154	181
Virginia	793	3,468	337	2,675	196	1,009	415	813	989	4,477	353	3,488	978
West Virginia	189	873	362	684	253	926	266	673	442	1,799	307	1,357	704
North Carolina	1,283	5,579	335	4,296	139	1,020	634	881	1,422	6,599	364	5,177	1,224
South Carolina	352	2,526	618	2,174	46	277	502	231	398	2,803	604	2,405	1,094
Georgia	539	2,949	447	2,410	139	1,070	670	931	678	4,019	493	3,341	937
Florida	169	994	488	825	73	366	401	293	242	1,360	462	1,118	342
SOUTH ATLANTIC	4,021	19,175	377	15,154	1,373	7,078	416	5,705	5,394	26,253	368	20,859	920
Kentucky	319	2,068	548	1,749	162	1,033	538	871	481	3,101	545	2,620	893
Tennessee	494	2,607	428	2,113	235	948	303	713	729	3,555	388	2,826	862
Alabama	311	1,501	383	1,190	264	1,473	458	1,209	575	2,974	417	2,399	778
Mississippi	105	695	562	590	70	381	444	311	175	1,076	515	901	419
EAST S. CENTRAL	1,229	6,871	459	5,642	731	3,835	425	3,104	1,960	10,706	446	8,746	764
Arkansas	87	606	597	519	74	334	351	260	161	940	484	779	422
Louisiana	467	2,640	465	2,173	99	557	463	458	566	3,197	465	2,631	934
Oklahoma	250	1,251	400	1,001	63	580	820	517	313	1,831	485	1,518	684
Texas	1,246	7,665	515	6,419	285	2,937	930	2,652	1,531	10,602	592	9,071	1,081
WEST S. CENTRAL	2,050	12,162	493	10,112	521	4,408	746	3,887	2,571	16,570	544	13,977	916
Montana	55	284	416	229	97	184	90	87	152	468	208	316	511
Idaho	43	223	419	180	47	212	351	165	90	435	383	345	577
Wyoming	39	327	738	288	7	20	186	13	46	347	654	301	950
Colorado	167	882	428	715	55	442	704	387	222	1,324	496	1,102	757
New Mexico	15	184	1,127	169	10	51	410	41	25	235	840	210	278
Arizona	24	203	746	179	74	251	239	177	98	454	363	356	393
Utah	75	430	473	355	93	332	257	239	168	762	354	594	792
Nevada	10	48	380	38	11	208	1,791	197	21	256	1,119	235	1,180
MOUNTAIN	428	2,581	503	2,153	394	1,700	331	1,306	822	4,281	421	3,459	618
Washington	297	1,410	375	1,113	340	1,936	469	1,596	637	3,346	425	2,709	1,075
Oregon	173	689	298	516	193	1,422	637	1,229	366	2,111	477	1,745	1,071
California	1,846	9,233	400	7,387	933	10,165	989	9,232	2,779	19,398	598	16,619	1,375
PACIFIC	2,316	11,332	389	9,016	1,466	13,523	822	12,057	3,782	24,855	557	21,073	1,298
UNITED STATES	32,991	134,939	309	101,948	24,113	135,633	462	111,520	57,108	270,572	374	213,464	1,348
BLUE BOOK SOUTH .....	..	..	..	..	..	..	..	..	11,199	59,133	528	47,934	905

Arkansas Paper Mill Expands

New pulp and board unit added to the existing facilities will utilize hardwoods as well as pine.

Way out beyond the hills in Arkansas, the Crossett Companies had their beginning more than 50 years ago. In those days they were strictly sawmill operators. Since that time they have constantly expanded and integrated their operation until a merger, which took place last year, created a new corporate entity made up of three principal manufacturing divisions—Crossett Lumber Co., Crossett Chemical Co., and Crossett Paper Mills.

Crossett Paper Mills in Crossett, Ark., kraft pulp and paper plant was built in 1937, and has grown steadily over the years to its present capacity of 450 tons per day.

With Crossett's large land and timber holdings, and its extensive forestry program, the firm was vitally interested in increasing the utilization of the products from its forests, which grow considerable quantities of various species of hardwoods. It was with the use of these hardwoods in mind that the new unit was planned. While the present kraft mill uses only pine, the new mill will use a large percentage of hardwoods which will be pulped by the neutral sulphite semi-chemical process.

Modern industry is constantly studying means of diversification as a method of increasing its production, and smoothing

out seasonal cycles that frequently result when a single product is manufactured. For many years the Crossett organization conducted research in the utilization of hardwoods in paper making. The J. E. Serrine Co. of Greenville, S. C., was retained as consultant to assist with the preliminary work of preparing cost estimates, plans, flow sheets, and report prior to final approval by the Board of Directors to proceed with the project. In July, 1953, this work was approved and Serrine was commissioned to start actual design without delay.

This new unit is being built completely separate from the present kraft mill, but will be operated as an integral part of Crossett Paper Mills. The two mills will be connected by pipe lines since the new mill will use a furnish of mixed pine and hardwood pulps in the production of bleached food container board and related products. The initial production will total 150 tons of finished product per day.

This new expansion, in addition to its providing diversification, is being closely integrated with the facilities of the existing plants. For example, steam from the present power plant will be supplied to the hardwood mill for all uses, and the fire protection system will be interconnected using the existing 100,000-gallon

elevated storage tank for both plants.

There will also be interconnected lines for hot and cold water from facilities at the kraft mill to the new mill, and waste water from the new unit will be returned to the old mill for use as cooling water.

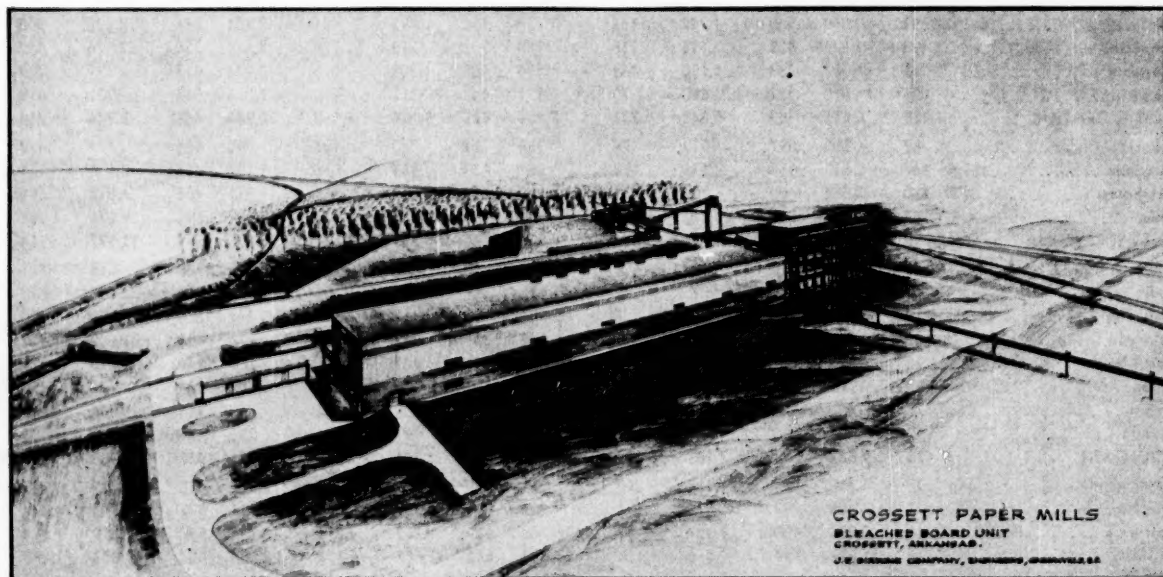
Electrical power is to be purchased from Arkansas Power & Light Co., with a tie-in to the power plant at the present kraft mill.

The new plant will be located Southwest of the existing mill and will consist of a wood yard; chip preparation area; digester; refining, washing and screening; bleach plant; stock preparation; machine room; finishing and shipping; chemical area, which will include chemical handling such as unloading, storage, as well as chlorine dioxide, neutral sulphite liquor and sodium hypochlorite manufacturing; and water supply and waste disposal. In all these operations the latest equipment will be used, and the engineering firm has carefully planned the flow from one unit to the next to achieve the greatest economy of operation.

The demand for water in the new facility will be met not by a municipal water system, but by an independent, self-operated system supplied from nine wells in the adjoining area. The water will be pumped to a softener and then stored in a concrete reservoir. Part of the water will be diverted to a warm water storage tank so as to provide hot water after being pumped through a heat exchanger.

Waste from the new mill will be combined with that from the kraft mill before discharge into an impounding basin with an area totaling 160 acres.

The buildings for the entire mill are to be constructed of structural steel frames and reinforced concrete floors. Walls of all the buildings will be a combination of masonry, corrugated asbestos and corrugated plastic. Foundations will consist of bell bottom piers bored into the soil and concrete filled with reinforcing where required.



Crossett Paper Mills, Crossett, Arkansas.

Locomotive

2300



The Jawn Henry, largest locomotive in the world.

A little after eight one dark, rainy night recently, the largest single unit locomotive in the world moved under its own power for the first time, eased backward from the tall door of the Baldwin-Lima-Hamilton Plant into the rain beside the Delaware River in Philadelphia.

Norfolk and Western's 2300—Jawn Henry of the rails—was alive after almost five years of planning, building, testing, rebuilding.

Nothing quite like the 2300 has ever been seen anywhere. Essentially it is a coal-burning electric power plant compressed to a width of 10 feet and carried on trucks with four feet, eight and one-half inches between wheels.

N. & W. men who worked on and with the 2300 in Philadelphia sought a name for it as men do who create machines. Some began calling it "Stel" for the first letters in the maker's plate which proclaims it a steam turbine-electric locomotive.

"But 'Stel' sounded like a woman," one said. "And that locomotive looks like a man. Everything about it is square. It's rugged and built for power. It's a working freight locomotive, a mountain man."

The difficult problem of naming the new engine was solved when it was decided to use Jawn Henry, the legendary railroad Hercules whose power moved mountains.

After preliminary tests in the yard at Philadelphia, the mammoth engine was moved South and eased down to Roanoke at a speed of 35 miles per hour. There the engine posed for the newspaper and television cameras, and was towed to Bluefield for display at the Southern Appalachian Industrial Exhibit.

There was no doubt Jawn Henry was the star of that exhibition. Thousands swarmed over him, asking questions of patient motive power men during the three days he lay patiently on display at the freight station dock.

Unlike most coal engines, the coal hopper was in front of the cab and the coal hopper was full of ordinary good quality

two-inch "Fuel Satisfaction." The engineer and fireman sit in a weatherproof cab with their backs to the boiler. The engine men soon found that despite the size of the giant it would require no special course to learn to operate.

The control system automatically adjusts combination air flow rate, coal feed rate, and boiler water feed to maintain the desired normal values.

The tender carries only water, plus a water softener.

The Jawn Henry is too long for turntables now in service, and when no way is available for turning, the locomotive can be disconnected from the tender, turned, then coupled to water connections at the tender's opposite end.

A number of unusual designing tricks have been employed to make the 2300 able to navigate his tremendous length over curves and rough terrain.

This locomotive is the result of three previous unsuccessful attempts to operate feasible steam turbine locomotives on other American railroads. The first went into operation in 1936, and was retired because of its complicated mode of operation. The second steam turbine appeared in 1944 and ran 100,000 miles before its owners gave up due to continual boiler trouble. The third railroad to attempt this type engine reported poor fuel results.

Wise men know the only way you truly can evaluate a race horse, or a locomotive, is to run him. And Jawn Henry is running now, running a variety of tests under actual railroad conditions. Technical men believe that he will operate a hundred miles or more, or between most division points, without need of additional coal or water. They think his fuel consumption will be lower and thermal efficiency higher than any coal-burning locomotive yet to appear on the rails.

Other locomotives embodying similar ideas have been built, run—and scrapped. But Jawn Henry possesses a combination of features never before linked on a locomotive. The 2300 and its component

parts have been given thorough stationary tests, more than enough to warrant road testing on N. & W. rails. It is running now west of Roanoke, but it may be months before its true worth is known.

The engine with water tender is 161 feet, 1½ inches long. Our longest engine up to now—the Class A, 1200 series—measures 121 feet, 9¼ inches. Loaded to its capacity of 20 tons of coal and 22,000 gallons of water it weighs 586 tons, or 1,172,000 pounds. Our heaviest engine—the Class Y6—weighs 495 tons.

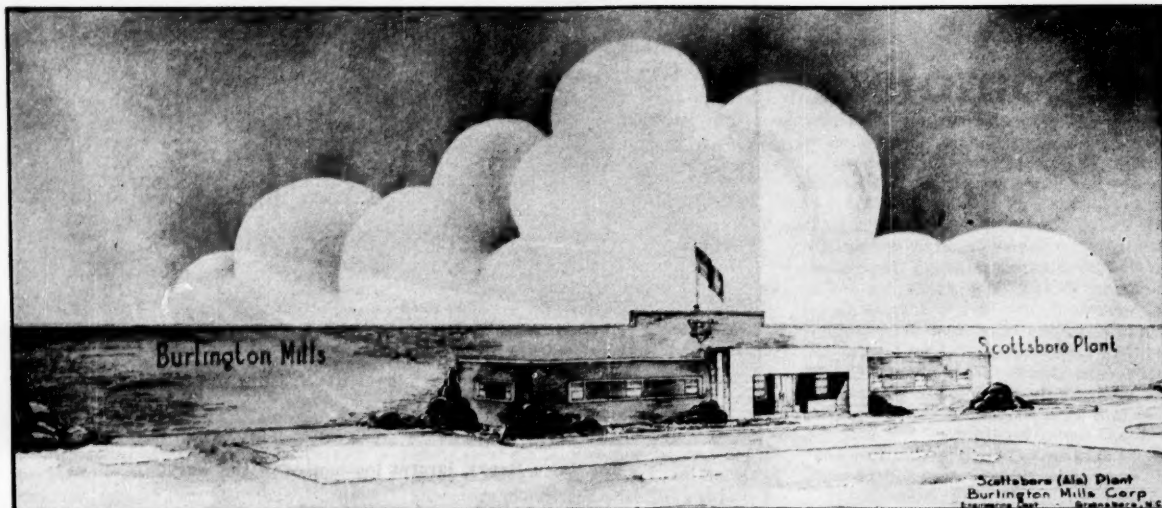
Yes, Jawn Henry is truly big. But mere magnitude, as locomotive builders learned many years ago, is no proof of ability. A successful source of rail power not only must be able to pull the load, but must be flexible, dependable, economical and relatively simple to operate and maintain. The basic idea behind the 2300 is that it should be a powerful locomotive, having the flexibility of the electric drive, burn coal, and have a thermal efficiency high enough to give a lower fuel cost than other forms of motive power. It may be the N. & W.'s answer to the threat of oil as a transportation fuel. Present road tests will tell.

The great black engine is the joint enterprise of the N. & W., the Baldwin-Lima-Hamilton Corporation, the Westinghouse Electric Corporation, and the Babcock and Wilcox Company.

Westinghouse created the electrical system, and Baldwin-Lima-Hamilton did the actual locomotive construction. In addition, the Bailey Meter Company installed automatic boiler controls, a system which controls the fuel and air to maintain full boiler pressure over the entire operating range from idling to full load.

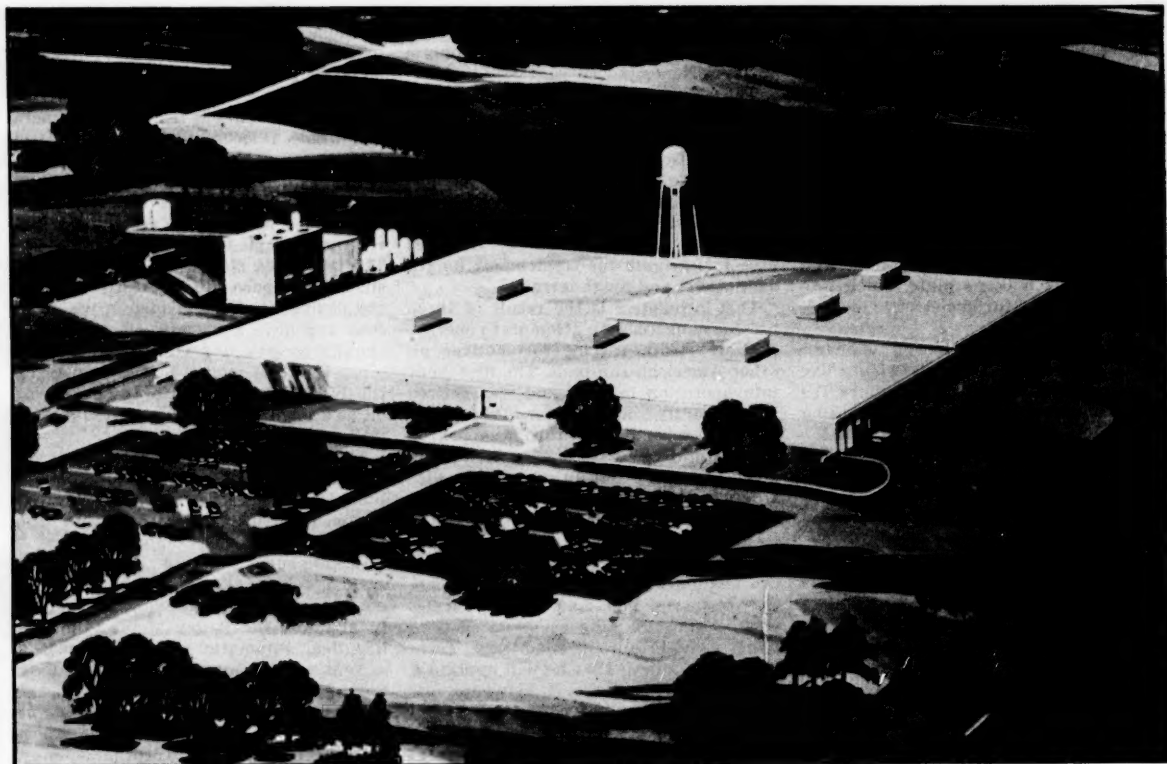
The 2300 is rated at 4,500 horsepower, and is designed for a maximum speed of 60 miles per hour. It has a maximum rated tractive effort of 175,000 pounds and a continuous tractive effort of 144,000 pounds at nine miles per hour. The wheel arrangement is 6-6-6-6; four six-wheel trucks with each axle motorized.

INDUSTRIAL



IN ALABAMA

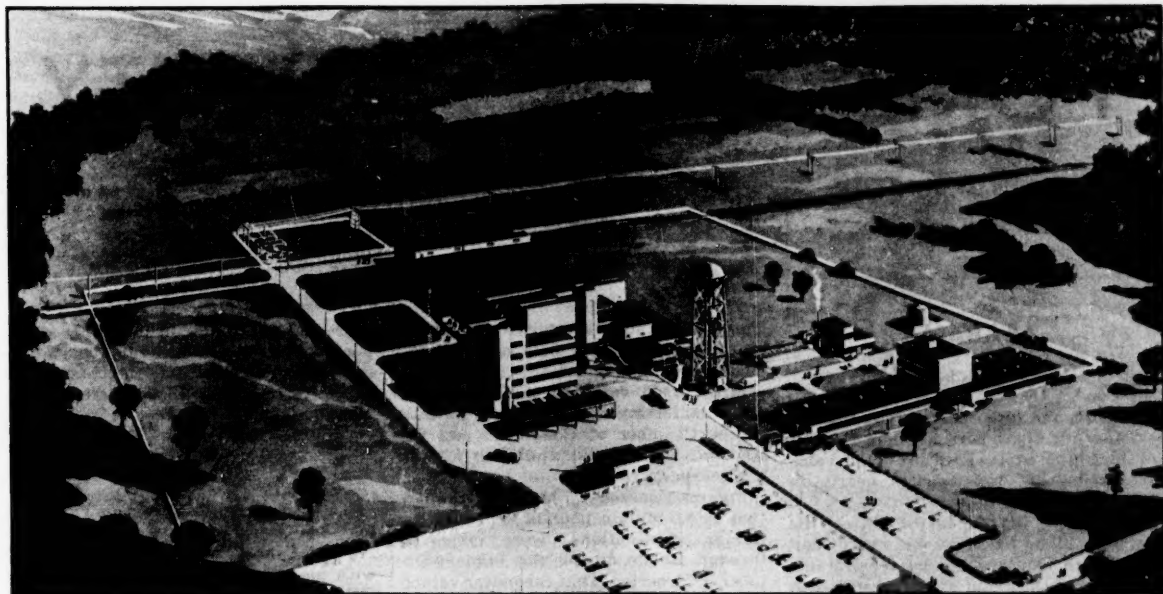
Architect's sketch of Burlington Mills, new Scottsboro hosiery plant now under construction. The building is being erected on a tract of land adjacent to the site of the new Jackson County Hospital. It is the second in Alabama and the 75th in the corporation.



IN GEORGIA

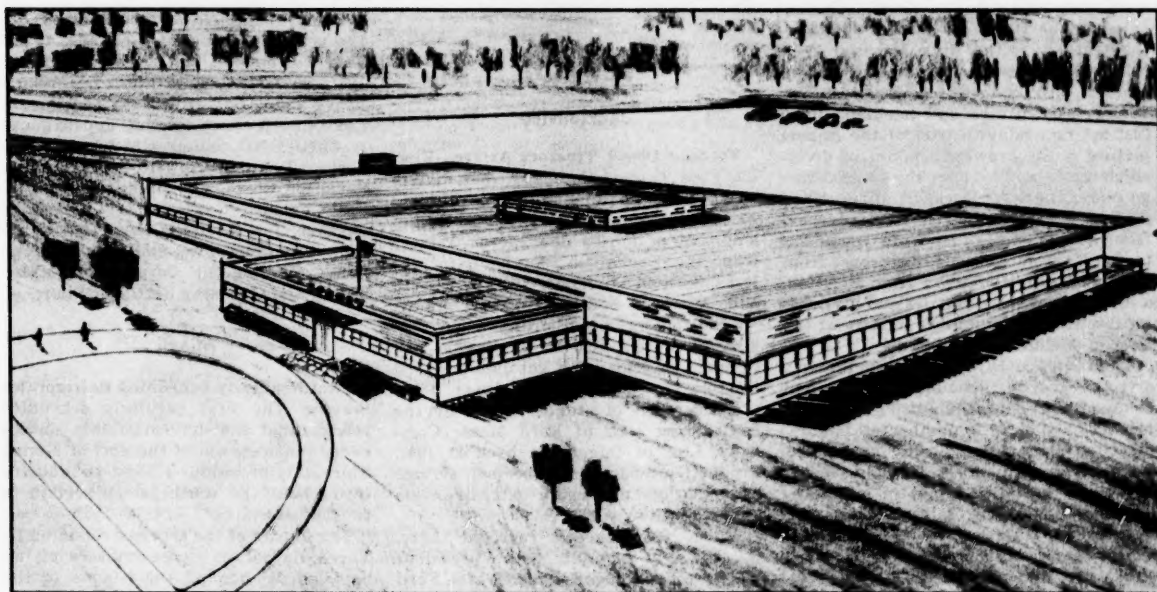
Coates & Clark, Inc., new \$5,000,000 one-story dyeing and finishing plant at Toccoa. The huge air conditioned plant was built by J. E. Sirrine Co. of Greenville, S. C.

EXPANSION



IN VIRGINIA

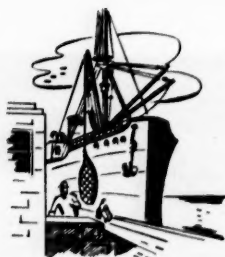
Rendering of the \$28,500,000 Chesterfield works of Allied Chemical's National Aniline Division. This multiple structure fiber plant will be used for polymerization of caprolactam and fiber spinning. Initial production is scheduled for late 1954. It is being built by Daniel Construction Co. of Greenville, S. C. and Birmingham, Alabama.



IN FLORIDA

Artist's conception of the new \$600,000 facility in Gainesville for the Sperry Electronic Division of the Sperry Corporation. Its first product will be a klystron tube for use in an air navigation system developed by the U. S. Navy.

PORT



ACTIVITY

ALABAMA

Mobile

Exports and Imports Nearly in Balance

—This Gulf Coast port is one of the few in the United States with the dollar value of its imports and exports nearly in balance.

Among the top ten in the nation, the Port of Mobile handling millions of dollars worth of cargo annually maintains less than one per cent difference between cargoes moving over the docks for foreign destinations and those imported from foreign countries, according to a report of the U. S. Department of Commerce, Atlanta Office.

Most of the ports in America export considerably more than they import and shipping experts consider the import-export balance in Mobile of great value.

The Port of Mobile, with its \$35,000,000 Alabama State Docks, has many facilities that bring about this favorable relationship. At the Docks one of the outstanding features is the Bulk Material Handling Plant through which great quantities of bulk materials such as iron ore, bauxite and nitrates are handled. But a distinct and integral part of the import picture is the growing amount of diversified cargo handled over the general cargo piers. The State Docks handles canned corned beef from Argentina, plywood from Surinam, bagging from India, automobiles from England, peat moss from Germany, safety matches from Belgium, a few of the many countries and products represented in the import activity at the Port of Mobile.

This balance in exports and imports and the growing amount of diversified commodities being handled has been brought about by a number of factors, principal among them being unexcelled ocean terminal facilities, the fine service offered by steamship lines in maintaining frequent vessel sailings from the Port, excellent rail, truck and barge lines, active foreign departments of Mobile's banks and the work of Mobile's port representatives and the port authority.

Steady Four-Year Gains Shown—The Port of Mobile is the only port in the entire South Atlantic region which has shown consistent gains from 1950-53 in foreign imports and exports. These gains are based on the latest figures compiled by the U. S. Department of Commerce, and were disclosed recently by John S.

Correll, business specialist in foreign trade in the Atlanta field office of the Commerce Department.

Mr. Correll revealed the good news while conferring in Mobile with officials of the Chamber of Commerce and the Alabama State Docks and with foreign trade experts.

Figures released by Mr. Correll show that 1662.8 million pounds of cargo for foreign destinations were exported through Mobile during the January-October, 1953, period. That cargo was valued at over 61 million dollars.

During that same period 6533 million pounds of cargo from foreign ports were imported through Mobile, with a dollar value of over 53 million.

Mr. Correll also said that Mobile was the only port to show a consistent increase in foreign trade by dollar value.

In view of those figures, Mr. Correll said Mobile ranks exceedingly high in importance among ports in the South Atlantic region.

FLORIDA

Jacksonville

Fordson Diesel Tractors Arrive—Florida Ford Tractor Company, distributors of Ford farm equipment in Florida and 44 Georgia counties, received its initial shipment of Ford's new diesel tractors from the Dagenham, England, factory last month on the South Atlantic Steamship Line's SS Southstar.

The tractors, representing a new design by Ford's British engineers, will compete in price with gasoline-powered tractors of equal size and power. They are the result of studies begun by the engineering staff of Ford Motor Company, Ltd., at Dagenham back in 1947. Production models have been in service since 1951 and undergone extensive tests throughout the world.

When the tractors arrived here, G. H. W. Schmidt, vice president and general manager of the Florida Ford Tractor Company, said the importation (which will continue throughout the year) is in line with policies which Henry Ford has announced in talks throughout the nation.

"Based on the policy of trade, not aid, the Ford Motor Company wishes to help solve England's dollar exchange problem," he said. "This requires the export of products from England to the United

States. The U. S. tractor market is so important to Ford of Dagenham from a business point of view that introduction of the Fordson Major Diesel Tractor here was inevitable."

Lake Charles

\$6 Million Expansion Program Progressing

—The Board of Commissioners of the Port of Lake Charles, La., are engaged with plans for expanding Port facilities following the mandate of the voters of the Lake Charles Harbor and Terminal District who, Tuesday, May 11, 1954, approved by an "almost unanimous" vote, a six million dollar bond issue for Port expansion.

In approving the issuance of the bonds which are to be retired by the Lake Charles Port's share of the state gasoline tax, the voters authorized the first major addition to existing Port facilities in more than 23 years.

The present facilities were built in 1926, the year the deep water channel to the Gulf was opened, and were expanded in 1931. Since that time there has been a heavy industrial growth in the Port of Lake Charles area totaling approximately \$400,000,000, among which are: Cities Service Refining Corporation, Columbia-Southern Chemical Corporation, Mathieson Chemical Corporation, Continental Oil Company, Davison Chemical Corporation, Firestone Tire and Rubber Company, Cit-Con Oil Corporation, Kelly-Weber and Company Fertilizer Plant.

Miami

First Regularly Scheduled Refrigerator Service

—The first regularly scheduled refrigerated and dry cargo ship service ever to operate out of the port of Miami, Florida, is providing a boost to industry throughout the southeastern section of the United States.

The impact of the services rendered by Three Bays Line cargo cruisers plying between Miami and the islands of the West Indies, Venezuela, Colombia, Panama and other countries in the Caribbean and Central and South America, is reflected in the increasing interest shown by Latin importers for goods available in the Southeast which can be shipped through Miami.

Since the inauguration of this service at the start of this year, producers of industrial and agricultural merchandise

have been snipping through Miami, the natural gateway to Latin America, at a substantial savings in transportation costs and with the assurance that their products would arrive in tropical markets on schedule and in the best possible condition.

Industry in this section of the country helps to preserve the advantages of shipping from this southernmost port in the U. S. This is especially true in the matter of frozen and chilled products — items which Three Bays Line specialized in transporting aboard their refrigerated cargo cruisers.

Three Bays Line operates a fleet of diesel-powered, 1,000-ton refrigerated cargo ships capable of speeds up to 17 knots. The vessels are equipped to carry dry, chilled and frozen cargo in separate compartments at a variety of temperatures down to below zero degrees Fahrenheit.

LOUISIANA

New Orleans

New Chief Engineer Named—William T. Hogg was named chief engineer for the Board of Commissioners of the Port of New Orleans as of May 16, 1954, it was announced recently by Board president W. B. Fox. Mr. Hogg succeeds the late J. A. McNiven.

With the appointment of Hogg as chief engineer, the Board also announced a complete reorganization of its engineering department. C. Leonard Jones was appointed deputy chief engineer.

Other advancements included Albert Boelte as the assistant engineer in charge of plans, specifications and development; Edgar Dunn, in addition to his assignment in the designing department, will be in charge of electrical and mechanical equipment at the Grain Elevator. Col. Marcel Garsaud who has been acting chief engineer since Mr. McNiven's death in January, will remain consultant to the engineering department.

MARYLAND

Baltimore

New Tanker Launched—The \$6 million, 16,000-ton tanker FLYING-A-CALIFORNIA, newest addition to Tide Water Associated Oil Company's marine fleet, slid down the ways here recently at the sprawling Bethlehem Sparrows Point Shipyard.

The keel for the FLYING-A-CALIFORNIA, the first of twin tankers being built for Tide Water Associated Oil Co. at Bethlehem, was laid November 2, last year. Consulting naval architect was Michael J. Ryan of San Francisco. Tide Water Associated's interest was represented by Vice President H. B. Haney, head of the company's western transportation department; Harold J. Wilson, manager of the company's western ma-

rine department, and Samuel H. Harrison, company engineer in charge.

The new ship, built in accordance with the highest specifications of the American Bureau of Shipping and Lloyd's Register of Shipping, will be capable of carrying 131,000 barrels of petroleum products, have a beam of 68 feet, and a draft of 30 feet. It will carry a crew of 40.

TEXAS

Corpus Christi

Industrial Development—In the past eight years, the industrial development of the Port of Corpus Christi has exceeded any similar period in the port's history. While development of refineries and cycling plants had been under way in the thirties, industrial development really came to the Port of Corpus Christi during and following World War II.

In 1942, the American Smelting and Refining Co. had built its tremendous plant adjacent to Nueces Bay. This plant is one of the few in the nation producing zinc, with sulphuric acid as a by-product.

Work on the Corn Products Refining Company Bluebonnet plant was begun in February 1947 on a 150-acre tract four miles west of the city. This plant was built after an agreement with the Nueces County Navigation District that water transportation would be provided. A channel was dredged to include the American Smelting & Refining Co. and Corn Products plants. The Corn Products plant produces starches, dextrose sugar and other commodities from grain sorghum. Production was begun early in 1949.

Yet another industrial prize for the port was the Halliburton Portland Cement Company plant located on a 60-acre site on the north shore of the Port of Corpus Christi's industrial canal which extends west from the main turning basin.

This plant began production in April 1950 and has a rated capacity of 4,000 barrels of cement a day. In addition to its plant site, the company has under lease 7 acres of land from the Navigation District for barge slips and dock facilities ample for ocean-going freighters.

Houston

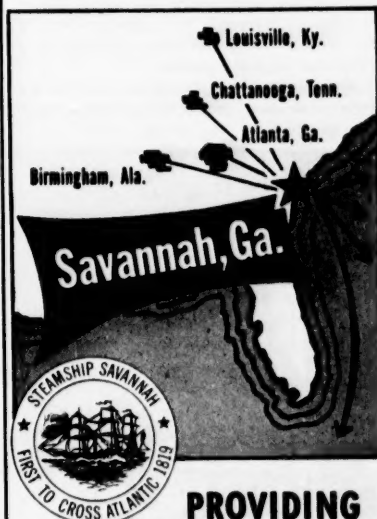
New Wharf Completed—The Port of Houston's newest wharf—open wharf No. 8 situated at the head of the Turning Basin and built at a cost of \$1,143,000—has been completed.

This is the fourth major wharf to be constructed since 1950 by the Houston Navigation District under a continuous program to improve and modernize its facilities.

Designed to handle cargo not requiring shed storage—a type of commodity moving in increasing quantities through Houston—Wharf 8 provides facilities for efficient rail car and truck loading and un-

(Continued on page 40)

NEW SAVANNAH STATE DOCKS



**PROVIDING
FASTER HANDLING
LOWER COST
INDUSTRIAL SITES**



Fully-equipped for economical, fast, safe handling of imports and exports, the Savannah State Docks have many advantages. Included are the latest cargo handling devices, shipside railroad trackage, modern fumigating plant, unobstructed transit sheds with excellent truck-loading facilities. First-class industrial tracts adjoin the docks, which are served by five railroads and 26 truck lines.

WRITE TODAY FOR FURTHER INFORMATION

Georgia Ports Authority

Offices

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1413 Healey Bldg. P.O. Box 1039
NEW YORK, N.Y., USA
233 Broadway

PORT ACTIVITY

(Continued from page 39)

loading at shipside. It is 624 feet long and 150 feet wide.

Three rail tracks, joined by four cross-over tracks permit rail cars on the working track to be switched without the necessity of shutting down the ship's entire loading operations. In addition, loaded rail cars can be moved out of the dock area without disrupting work at either Wharf 8 or Wharf 9, the adjacent wharf over which cars must pass on their way to the marshalling yards.

To expedite the handling of trucks cargo, a two-lane concrete road leads onto

Key, has just been published. Rear Admiral R. F. A. Studds, Director, Coast and Geodetic Survey, U. S. Department of Commerce, announced recently.

VIRGINIA

Norfolk

E. O. Jewell Resigns Norfolk Post to Join International House July 1st—E. O. Jewell, Norfolk Port Authority general manager for the past 5½ years, will leave July 1st to become director of world trade development for New Orleans' Interna-

Newport News

Supertanker Christened SS Statue of Liberty—A 38,000-ton supertanker was christened the SS Statue of Liberty here recently by Mrs. Burl S. Watson, wife of the president of Cities Service Company. The 707-foot vessel slid down the ways of the Newport News Shipbuilding and Dry Dock Company as a crowd of two hundred guests and a thousand shipyard workers cheered.

The Statue of Liberty is the second of four supertankers being built this year for Cities Service Company and Grand Bassa Tankers, Inc., in these yards. The first, the SS W. Alton Jones, was launched on April 20 and made her trial runs in June. The Cities Service fleet will total 27 when all four supertankers are in service.

The new tankers are among the world's largest, surpassing in length even ocean liners such as the SS America and the SS Constitution. It would require a string of railroad tank cars ten miles long to carry a single cargo load of oil, amounting to 336,000 barrels or 14,112,000 gallons.

The Statue of Liberty cost \$9,500,000 to build. Her 22,000 horsepower engines are the most powerful of any tanker afloat. Top speed is estimated at 17½ knots. The ship's beam is 93 feet and her loaded draft is 36½ feet.

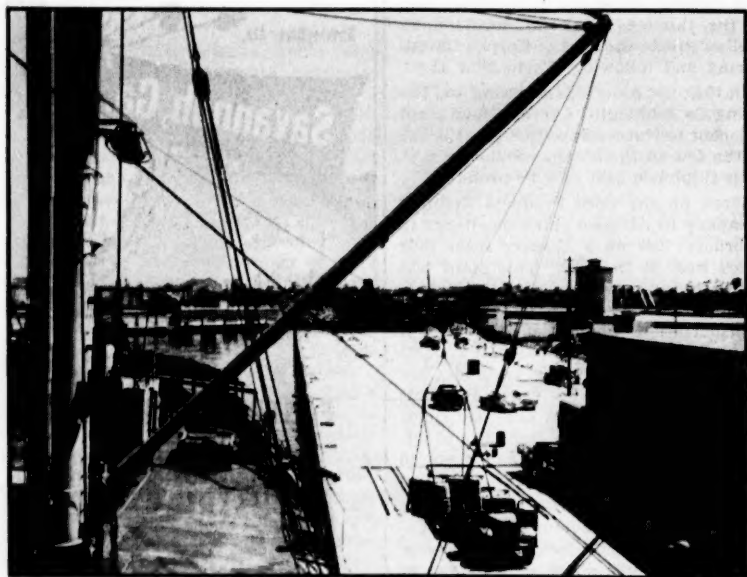
Mora New Head of Port Authority—Michael M. Mora, vice president of the Foreign Trade Assistance Corporation of America, has been named the new general manager of the Norfolk Port Authority, Norfolk port chairman J. Rives Worsham has announced.

Mora will succeed E. O. Jewell, who becomes director of world trade development for New Orleans' International House on July 1.

Worsham expressed the Board of Commissioners' pleasure at securing the services of the experienced trade developer. Mora's record includes many years of service in the world trade field. Prior to his present position he was vice president of the Colonial Trust Company of New York. He also has served as an official of the United Nations Relief Administration, vice president of the Parish Petroleum Corporation and vice president of the Foreign Trade Securities Company, Ltd.

Mora was born in Poland, coming to this country in 1918. He rose rapidly in the foreign trade field, representing the Union of Polish Power Plants and heading the commercial division of the consulate general of Poland in New York.

Jewell and Mora have been acquainted for 18 years; Jewell said of Mora, "Mike knows this field thoroughly and has the ability to expand the trade of the Port of Norfolk. There's a great future here and Mr. Mora can help bring it about."



Houston's \$1,140,000 Wharf 8, is 624 feet long and lighted.

the floor of the new wharf, providing easy access to cargo on the wharf.

Night loading operations will be facilitated by floodlights mounted on poles encircling the wharf area.

The new facility was built by Farnsworth and Chambers from a design by Lockwood and Andrews, consulting engineers.

Public Grain Elevator Superintendent Appointed—T. H. Sherwood, head of the grain division of the Commodity Credit Corporation at Dallas, has been appointed superintendent of the Port of Houston's public grain elevator, Warren D. Lamport, port director, has announced.

A native of Missouri, Mr. Sherwood has been identified with the grain and milling business since 1916 and is widely known throughout the trade area served by the Port of Houston.

Florida Keys Chart—The fourth edition of nautical chart 1251, covering the Florida Keys from Sombrero Key to Sand

tional House. Interestingly, it was Jewell who conceived the idea for International House while he was general manager of the New Orleans port.

In announcing Jewell's resignation, Norfolk port chairman J. Rives Worsham said, "It is with sincere regret that the commissioners have accepted the resignation. Archie Jewell has worked tirelessly and skillfully to develop and promote Hampton Roads. His foresight and keen judgment have been the moving forces behind Virginia's revitalized interest in world trade. The entire state owes him a debt of gratitude."

Grain Elevator Breaks Loading Record

—Norfolk's grain elevator (owned by the N&W, operated by Continental Grain) broke a Norfolk record for loading grain this month. The facility loaded 372,400 bushels of wheat in 11 hours. At the same time, 105 rail cars of grain were unloaded. The American ship U.S.O. (Hasler & Co., agent) carried the grain to Split, Yugoslavia.

PORT ACTIVITY

Drum Reconditioning Plant Begins Operations at Port—The Port of Norfolk's first plant for the reconditioning of oil drums has begun operation. Norfolk, with a huge concentration of oil storage terminals, uses drums in great quantities.

The new firm, Prime Drum Corporation, also will clean up drums used in the food and chemical industries. New drums cost \$5.75—reconditioned drums about \$3.50—it costs \$1-to-1.50 to recondition a used drum.

The new plant, with \$100,000 worth of equipment, will route drums on roller conveyors—through a "tunnel-like" device—outside and inside are scoured with a caustic mixture—drums are rinsed, dried, sprayed—then stacked in a storage room adjoining a loading platform. They use separate cleaning processes for oil, food and chemical drums. Credit Harry M. Thompson, Norfolk Industrial Commissioner, for being instrumental in bringing the new plant to Norfolk.

Fully - Equipped Hospital Moving Through Port on Way to Azores—A completely-equipped 150-bed hospital will be shipped through the port to the Azores in the coming months. The \$3,000,000 shipment—worth \$3 million when established on the islands—will use Norfolk's new packaging facilities. Project heads have been in Norfolk to arrange details.

New Marine Leg — A marine leg to speed the transfer of grain from ship to shore will be installed immediately at the Norfolk and Western's grain elevator at Sewalls Point, Norfolk, the railway announced recently.

The latest improvement to the road's port facilities will cost over \$200,000. It will be a boom-type mechanical machine with a capacity of 25,000 bushels per hour from ship hold to elevator. There will also be two constant-tension type boat haulage machines to shift vessels while discharging grain.

The James Stewart Corporation, Chicago contractor, expects to finish the job by the end of August.

Stewart is now constructing for the railway a million dollar addition to the elevator with space for 1,278,730 bushels of grain, bringing total capacity to two million bushels. The new facilities, on the pier side of the present elevator, will be completed by June 1.

The marine leg will be placed under long-term lease to the Continental Grain Company, lessee of the present elevator. Including its foreign affiliates Continental is the largest grain handling company in the world. It operates elevators not only at other ports but at principal terminals and in the major grain producing areas of this country.

The N. & W. elevator is the only deep water grain facility between Baltimore and Mobile and, under Continental direction, utilization has expanded greatly. In 1953 more than twice as much grain was handled through the elevator as in the best previous year.

New Norfolk Terminal Firm Reactivates Idle Pier 2—A newly-formed terminal-operating firm, Southern Tidewater Terminals, Inc., has taken over operation of Southern Railway Pier 4 at Pinner's Point in the Port of Norfolk harbor and has reactivated Pier 2, which had lain idle for the past decade.

James A. Moore, president of the new corporation (formerly Norfolk Tidewater Terminals V-P), says the two piers are affiliates of the chain of Tidewater Terminals operating along the east coast from Boston to Charleston.

The reopened pier had its baptism in the fire of recent cargo diversions from New York; 2500 tons of newsprint were unloaded the first day. Early the second day, two vessels were discharging hundreds of tons of green coffee, cloves, tapioca flour, mica, raffia and other general cargo.

The new firm already has wrapped up at least one significant contract for the handling of 30,000 tons of newsprint this year.

The Southern Tidewater Terminals piers . . . with depressed rail tracks inside the pier shed and apron tracks for



Coffee and spices being unloaded at Southern Railway's Reactivated Pier 2.

direct-car-to-ship transfer . . . can berth six ocean-going merchant ships. The facility connects with other port installations via the Belt Line Railroad.

Isthmian Inaugurates Bi-Weekly Service to Hawaiian Islands—Recently a C-3 freighter with a plain buff-colored stack bearing a large blue "M" steamed out of Hampton Roads bound for the Hawaiian Islands carrying a cargo consisting of pulpboard, tinplate, and many of the everyday items used by the people of the Islands.

To the casual observer, there was nothing unusual about this. Many buff-stacked ships of the Isthmian Steamship Company and the Matson Navigation Company call at the Hampton Roads ports and a number of them ply the Hawaiian trade route.

But the sailing of this ship, the "SS Hawaiian Banker"—March 29 to be ex-

act—did have a certain significance attached to it. It was the inauguration of the first regularly scheduled steamship service to the Hawaiian Islands which advertises a specific day of sailing.

New Steamship Service From Africa—A new steamship service, with monthly sailings from South and East African ports to the Ports of Hampton Roads, has been initiated by the Nedlloyd Line recently. The new regular service will be of invaluable assistance to importers of cargoes from Africa.

In effecting the new service, the Nedlloyd Line will now operate a separate service from South and East Africa—via the Red Sea, Suez Canal and the Mediterranean—to Atlantic and Pacific Coast ports with regular monthly sailings. After discharge at Atlantic ports, the Nedlloyd vessels will proceed to the Pacific coast for completion of discharging. They will load there for the return voyage to South and East African ports, proceeding direct via the Panama Canal.

The line has operated a regular service from Atlantic and Gulf ports to the Mediterranean, Red Sea, Persian Gulf, India and Pakistan for the past six years.

The outward leg of the Pacific Coast—Africa service was formerly covered by the round-the-world service, via Africa, of the Java Pacific and Hoegh Lines. While continuing to operate its trans-Pacific service between Pacific Coast ports and the Philippines, Indonesia, Straits Settlements, India, Pakistan and the Persian Gulf, Hoegh Lines has withdrawn from the African trade. This induced the owners of the Java Pacific Line, general agents in the United States and Canada for the Nedlloyd Line, to take up the service alone under the auspices of the Nedlloyd Line.

Dichmann, Wright & Pugh, Inc., with offices in Norfolk, Newport News, Baltimore and Philadelphia, will act as agents for this new African service at these ports.

The new service officially began with the sailing of the "SS Lombok" from her last loading port in East Africa early this month, to be followed by the "SS Billiton" early in April, the "SS Limburg" early in May, and regularly thereafter each month.

Regular calls will be made to the Atlantic ports of Boston, New York, Philadelphia and Baltimore. The Ports of Norfolk and Newport News will be served as cargoes dictate.

T. C. Dugan, vice president of Dichmann, Wright & Pugh, Inc., at Norfolk, expressed the hope that the new service will assist importers of cargoes from Africa, thus helping to stimulate trade from Africa to the United States.

The Nedlloyd Line is operated under a joint service agreement by the N. V. Stoomvaart Mij, "Nederland" of Amsterdam and the Koninklijke Rotterdamsche Lloyd N. V. of Rotterdam.

SOUTHERNERS AT WORK



Robert H. Fite New President Florida Power & Light Co.

Robert H. Fite was named president and general manager of Florida Power & Light Company at the quarterly meeting of the board of directors held in Miami recently.

He succeeds McGregor Smith who was elected chairman of the board, a position provided for in the by-laws but heretofore not filled.

Smith reported to the board that the rapid development of the company and the prospects for continued growth made it desirable to have both a president and chairman of the board.

The new president has been an executive of FP&L since July 1945. He first joined the utility as an engineering estimator in 1926, three years after receiving his electrical engineering degree from Vanderbilt University.

He rose rapidly, assuming the responsibilities of a department head the following year, and in 1934 became general sales manager.

In 1936, he left FP&L to join the consulting staff of Ebasco Services, Inc., New York City, the service organization of Electric Bond & Share Company. He became head of their sales department soon thereafter and gained broad experience with many utility companies.

During World War II much of his time was required in Washington, helping coordinate the operations and expansion of these companies with the war production plans of various branches of the federal government.

He returned to FPL in 1945 as commercial vice president and director, was named general manager in 1950.

Hanly Elected Vice President Wood-Treating Chemicals Co.

The election of William W. Hanly, Jr., as vice president of Wood-Treating Chemicals Company effective immediately was announced by R. M. Morriss, Jr., president.

Hanly will continue as manager of sales to the wood preserving industry, Morriss said, but will in addition supervise the company's overall promotion of Penta for wood preservation. The company is national sales agents for Monsanto Chemical Company's Penta to the wood preserving industry.

A native of Cumberland, Md., Hanly joined Wood-Treating Chemicals in 1947. He has been active in the wood preserving industry since 1929 when he joined the Maryland Wood-Preserving Company, later acquired by the Koppers Company.

Prior to forming the Hanly Company in 1946 to represent lumber companies in the New York and New England areas, Hanly had been manager of the New York office of the Koppers Company's Wood-Preserving Division since 1940.

Hanly has been a member of the American Wood-Preservers' Association since 1933, and was a charter member and secretary of The Moles, New York construction contractors' organization. He is also a member of the Society of American Military Engineers, the Forest Products Research Society and the Hoo-Hoo Club.

Armstrong Cork Names Coker Asst. Manager at Greenville

The appointment of Walter T. Coker as Assistant District Manager of the Armstrong Cork Company's Greenville, S. C., office has been announced by W. B. Tucker, General Sales Manager of the Industrial Division of the company.

Mr. Coker joined the Armstrong organization in 1935 and has served as a member of the Greenville District Office sales staff since that time. A native of Timmonsville, S. C., Mr. Coker spent several years in various positions in the textile industry prior to joining Armstrong.

M. G. Staub Elected Treasurer Of Newport Steel Corporation

Election of Marshal G. Staub, treasurer of Merritt-Chapman & Scott Corporation, as treasurer and assistant secretary of Newport Steel Corporation of Newport, Ky., in which M-C&S recently acquired a greater than 92 per cent interest through an exchange of shares, was announced by Louis E. Wolfson, president and board chairman of both companies. His election became effective July 1.

Mr. Staub, who has been serving as financial consultant to Newport Steel, will

succeed Mr. H. E. Hamilton as treasurer and assistant secretary.

Mr. Staub first joined Merritt-Chapman & Scott as a member of the accounting department early in 1944 following service with the U. S. Army. He was elected assistant treasurer in February, 1951, and treasurer in April, 1952. He is a member of the board of the Fitz Simons & Connell Dredge & Dock Company, which was acquired by Merritt-Chapman & Scott as a subsidiary in 1953 and which now operates as the company's midwestern construction division.

Atlantic Steel Names Kelley Manager Fabricating Division

Alex C. Kelley has been named manager of Atlantic Steel Company's Fabricating Division. This appointment was announced recently by Howard B. Johnson, company vice-president in charge of sales. In this new capacity, Kelley will direct the company's sales of fabricated rein-



Alex Kelly

forcing bars, welded wire mesh and accessories to the construction field.

A licensed professional engineer, Kelley has been with Atlantic Steel Company since 1953. Prior to that time, he was connected with the N. C. & St. L. Railway, and with Wilson-Weesner-Wilkinson, a Nashville fabricating and construction equipment firm.

Kelley is a native of Mt. Juliet, Tenn. He received his education in Nashville and is a graduate of Vanderbilt University with a degree in civil engineering. He is an associate member of the American Society of Civil Engineers.

Saunders Appointed Vice Pres. Norfolk and Western Railway

Stuart T. Saunders, general counsel of the Norfolk and Western Railway, has been appointed vice president and gen-

eral counsel, a new position, President R. H. Smith announced recently.

Widely known in legal circles and prominently identified with civic affairs, Mr. Saunders has headed the railroad's Law Department since October, 1951, when he was appointed general counsel, the youngest man to hold that position in the railroad's history.

He became associated with the Norfolk and Western as assistant general solicitor on April 1, 1939. He was advanced to assistant general counsel on November 1, 1947.

Mayse Southeastern Manager For Lamson Mobilift Corp.

Lamson Mobilift Corporation, Portland, Oreg., manufacturers of stand-up and sit-down fork lift trucks in the range of 2,000 to 4,000-pound capacity, announces the appointment of Floyd M. Mayse as Southeastern District Manager, with headquarters in Atlanta, Ga.

In addition to his duties of coordinating all sales and service efforts in the southeastern United States, he will act as liaison, in the Atlanta area, between Lamson Mobilift and its sister company, Lamson Corporation, manufacturers of Con-



Floyd M. Mayse

veyors, the Automatic Pallet Loader, Air-tubes and Blowers.

Prior to his appointment, Mr. Mayse was District Manager of the Southwestern District for the past five years.

He is a member of the American Society of Materials Handling Engineers and the Georgia Motor Transport Association in Atlanta.

Leadbetter Named President Burgess-Manning Company

Ralph L. Leadbetter, Dallas, Texas, has been elected President of Burgess-Manning Company, pioneer manufacturers of industrial noise abating equipment. Jackson Burgess, Chairman of the Board, has announced. Mr. Leadbetter succeeds Willis L. Manning who has been President since the company was organized in 1944.

Mr. Manning will retain his position as treasurer and a member of the Board of Directors.

Mr. Leadbetter has been Vice President since 1944 and was in charge of the company's Dallas Division since its formation in 1951. He and Mr. Manning were with the Acoustics Division of Burgess Battery Company before organization of Burgess-Manning Company.

Turner Appointed to Staff Texas National Bank of Houston

Lloyd H. Turner, former assistant national bank examiner, has been appointed to the staff of the Texas National Bank of Houston. He is the son of P. A. Turner, vice president of the Commercial National Bank of Shreveport, La. Prior to his joining the examining force, Mr. Turner was employed by the Bossier Bank and Trust Company of Bossier City, La.

A native of Shreveport, he attended Texas A & M College and served in army ordnance for three years during World War II, including almost two years' service in North Africa and Italy.

Turrentine Named Secretary Houston Chamber of Commerce

Gordon H. Turrentine will become secretary and assistant general manager of the Houston Chamber of Commerce, President Howard T. Tellepsen announced recently.

Formerly manager of the Chamber's civic affairs department, Mr. Turrentine resigned in January, 1948, to become vice president of the Texas National Bank, in charge of the bank's industrial department.

A native Houstonian, he served in various capacities in the editorial department of the *Houston Press*, including city editor and editorial writer, immediately following his graduation from Rice Institute in 1928.

In 1940 Mr. Turrentine became research director for the City of Houston, where, among other assignments, he designed the procedures and set up Houston's "cafeteria" system traffic court.

He first became associated with the Chamber of Commerce in January, 1941, when he was appointed manager of the civic affairs department, a position he held until he entered the Army Air Force in May, 1942.

During his military career, Mr. Turrentine served overseas nearly three years, first as chief photo interpreter for the Twelfth Bomber Command in North Africa, and later as deputy public relations officer of the Mediterranean Allied Air Force in Italy.

Upon his return from active service, he assisted in the organization of the 63d Fighter Wing, Texas Air National Guard, in Houston. He was commissioned a lieutenant colonel and designated deputy chief of staff, A-2.

Mr. Turrentine returned to the Chamber in July, 1945, and remained until his resignation in 1948 to become associated with the Texas National Bank.

Swan Named Manager Of Reynolds Plant

Vernon Swan, for the past 3½ years Ingot Products Supervisor at Reynolds Metals Company's sales headquarters, Louisville, Ky., has been made manager of the firm's Plant 5, located on Camp Ground Road, Louisville. The facility produces general purpose aluminum alloy ingot for use in foundries.

Mr. Swan, a native of Bloomer, Wisc., was graduated from the University of Wisconsin with a B.S. degree in chemical



Vernon Swan

engineering. From 1945 through 1950, he was employed by National Pressure Cooker Company as supervisor of both permanent mold and die casting operations, and prior to that time served as foundry metallurgist at aluminum and magnesium sand foundries operated by Wright Aeronautical Corporation in Lockland, Ohio. He joined Reynolds in 1950 as foundry consultant.

Mr. Swan is a member of the Cincinnati Chapter of the American Foundrymen's Society and is serving on the Die Casting Committee of the Light Metals Division. He is also a member of the American Society of Metals, and the American Society for Testing Materials.

Paine Elected to Head Alabama Textile Producer

Charles L. Paine, formerly executive vice president of Courtaulds, Inc., and its subsidiary, Courtaulds (Alabama), Inc., recently was elected president of both textile companies.

He succeeds Col. F. T. Davies, a director of the British parent company, Courtaulds, Ltd. Colonel Davies headed the American companies beginning with the construction in 1951 of the new rayon staple fiber plant at LeMoyné, near Mobile, Ala.

NEW PRODUCTS

Lightweight Oil Hose

United States Rubber Co., New York 20, N. Y.—A new lightweight, flexible oil hose for use in loading and unloading tankers and barges and other dockside operations has been developed by the mechanical goods division, United States Rubber Co.

The new hose, which uses lightweight steel nipples, is one-third the weight of conventional types. Further savings in weight can be achieved through the use of aluminum flanges. The hose is called Amazon Oil Discharge Hose (H-1515).

Since the handling gear necessary for heavy hose is not required, the new hose is expected to be a boon on docks not fully equipped with mechanical handling devices, the company said. Although it has a working pressure of 200 pounds per square inch and a safety factor five times as great, the hose can be bent and kinked without damage and instantly springs back to shape, the company added.

It is exceptionally adaptable to bunkering service. Often bunker headers are placed in awkward locations and the light, flexible hose can be worked into position with less handling equipment



Lightweight Dock Hose

and less manpower than rigid, conventional types. Its shorter bending radius makes it easier to use in cramped dock conditions.

It is available in sizes ranging from 3" to 12" inside diameter. Its neoprene tube and cover make it oil resistant and give it good resistance to aging and the damaging effect of sunlight, the company stated.

Portable Testing Machine

Soiltest Inc., 4520 W. North Ave., Chicago, 39, Ill.—A new Portable Testing Machine announced by Soiltest, Inc., makes possible rapid on-the-job testing of concrete and similar materials with laboratory accuracy.

The 200,000 pound capacity Portable Testing Machine can be used in field and laboratory testing of concrete cylinders

and beams and other construction materials. The tester is entirely self-contained and no electrical or pressure connectors are required.

The Portable Testing Machine is simple to operate. Loads are developed by means of a hand operated, two speed concentric pump which actuates the piston of the main hydraulic system. The unit meets ASTM and AASHTO speci-



200,000 pound capacity

cations for design and accuracy of hydraulic concrete testing machines.

Standard 6 inch diameter concrete cylinders 12 inches high are accommodated in the normal machine set up. Variations in specimen height are easily compensated for by adjusting the upper platen to position.

Use of the Portable Testing Machine is not confined to concrete testing. It can be used as a high capacity shop or laboratory press; compression testing machine for castings or small vessels; experimental press for powdered metals work; and as a laboratory testing machine, for all types of routine work on small sized specimens such as ceramic pieces, rock cores, timber and welded sections.

Fiber Drum Container

Wagner Electric Corp., 6400 Plymouth Ave., St. Louis, Mo.—Savings of 25 per cent in storage space and less damage to transformers in transit are two outstanding advantages claimed for a new type shipping container developed by the Wagner Electric Corp., St. Louis.

Distribution transformers in ratings of 3 through 10 kva are packed in 8-ply fiber drums fitted with special cover and closure to completely protect transformers from dirt, grease, weather and other damaging conditions while in transit or storage. Tests made by this manufacturer show that the fiber drums successfully withstand exposure to weather for several months.

Substantial freight savings have been

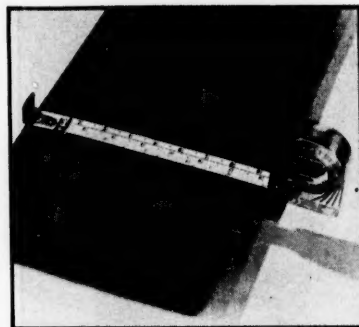
made with use of the new container which weighs 35 per cent less than crates formerly used. Wagner also finds that the drums are easier to handle than crates; that they can be readily moved by hand truck, lift truck or hoist, and, if necessary, single drums can be tilted approximately 30 degrees and rolled by hand for short distances.

Pocket Size Lumber Rule

Lumtape Corporation, P. O. Box 614, Hillside, N. J.—For those who buy lumber in the quantities required for the maintenance, construction and shipping jobs in industrial plants, it is only good business practice to check for possible errors inboard-foot measurements as shipments are received. But lumber is an item rarely checked in the factory on account of the lack of a proper measuring device.

Now, a new pocket-size lumber rule reading directly in board feet makes this profitable, but often neglected, habit easy to acquire because of the simplicity and speed with which it allows measuring jobs to be done.

Called the Lumtape, it is the first lumber-measuring device that can be carried



Pocket-size Lumtape

in the pocket, instantly available at all times. There has never before been a board-foot measuring device so easily adaptable for on-the-spot measurements.

C-Oil Chemical

Standard Oil Development Co., New York—A new chemical-from-oil, expected to result in a host of pioneer products, including paints with greatly increased resistance to scratching, harsh chemicals and other abuses, was announced in New York recently by the Standard Oil Development Company.

The oil research firm also announced that the Glidden Company has been licensed to develop surface coating uses for the new petrochemical, called C-Oil by the laboratories.

Seven years' experimentation with C-Oil point to a wide variety of end uses, according to Standard Oil Development. Long-life neutral tone varnishes, masonry paints and metal primers have already been produced experimentally from C-Oil.

Glass-like plastics which may be machined almost like metal have been made

from the new product, and unusual electrical properties indicate a future use for C-Oil plastics in high frequency electronic equipment.

C-Oil is a heavy-bodied, sticky, almost colorless liquid based on butadiene—a petroleum-derived hydrocarbon also used to make one type of synthetic rubber. Semi-commercial quantities of the new petrochemical are now being produced at the **Esso Laboratories in Baton Rouge, La.**, but it will be several months before C-Oil products reach the market.

Air Supply Filter

The Foxboro Co., Foxboro, Mass.—A compact air filter, designed to prevent dirt, oil, water and other foreign matter from entering pneumatic instruments, has been announced by The Foxboro Company, Foxboro, Mass., manufacturer of industrial instruments for process measurement and control.

The new filter consists of four major elements: a top cap with supply and outlet connections; a chamber with a drain cock at the bottom; a resin impregnated filtering sleeve, and a water baffle. The unit measures approximately 8½-in. by 4½-in. and can be mounted in a supported line or bolted to a wall or panel.

Tool To Strap Concrete Forms

A. J. Gerrard & Co., Melrose Park, Ill.—A new tensioning tool especially designed for strapping concrete forms, FORMBINDER, operates easily from any position to tie floor, wall or bridge forms.

Built to withstand the wear and tear of everyday use, the new tool handles all standard gauges of form strapping. Strapping is fed to the tool in a jiffy through an open side — no threading through a slot.

Only three simple steps are required to strap a form with FORMBINDER: (1) Strap is nailed to one side of the form; (2) Strap is drawn tight with Formbinder and nailed to form; (3) Formbinder is removed and job is finished.

Dry Powder Aerosols

E. I. Du Pont De Nemours & Co., Wilmington, Del.—Push-button dispensing of dry powders from a self-pressurized aerosol container appears entirely practicable and may open up a whole new area of packaging applications, particularly in the household and pharmaceutical fields.

That's the opinion of Du Pont aerosol chemists, based on the recent commercial introduction of an industrial powder spray for use in the plastics industry and successful laboratory formulation of many other types of aerosol powders. Such formulations, they say, could give a healthy boost to the eight-year-old aerosol industry that already is turning out more than 55 different types of products for application as a wet spray, mist, or foam, and is expected to chalk up retail sales of more than \$200 million this year.

Among the first dry powder aerosol products is a zinc stearate mold release

for use in the plastics industry. Designed to combine maximum mold release effect with minimum part marking, it gives a more uniform, less wasteful, dusting of the mold than existing types of powder applicators, according to its manufacturer. Specially shaped tips on a removable spray head of the aerosol container permit adjusting the spray pattern to specific jobs.

Dry graphite lubricants have been available in aerosol packages during the last year.

Du Pont "Freon" fluorinated hydrocarbon propellents, inert chemical compounds that also act as refrigerants, provide the dispensing pressure in most of the aerosol products. In the dry powder sprays the "Freon" propellant, because of its low boiling point, vaporizes almost immediately upon leaving the atomizing nozzle on the aerosol container. Rapid expansion of the "Freon" fluorinated hydrocarbon as it vaporizes provides the "push" behind the spray of fine powder particles.

Angle Stencil Brush

Marsh Stencil Machine Co., Belleville, Ill.—The firm announced the New Marsh 90L Fountain Stencil Brush. This brush was designed for those who prefer the angle or L Type Brush. It is the companion to the Marsh FB-25 and FB-26 straight type fountain brushes.

The Marsh 90L Brush is for the shipper who prefers the Angle Brush stenciling method. When used in the normal stenciling positions, the brush bristles are all in contact with the surface to be stenciled. The brush tip will wear even and last longer.

Heavy Duty Lift Hoists

R. G. LeTourneau, Inc., Longview, Tex.—Electric hoists for overhead materials handling have been announced as a new product line by R. G. LeTourneau, Inc., heavy equipment manufacturing company of Longview, Tex. The new LeTourneau hoists will have capacities ranging upward from four tons, with special attention given to applications requiring lifts of over 15 tons.

Distributors for the new LeTourneau hoists are being appointed through the company's Sales Department. Complete coverage of the U. S. and foreign markets is planned as production of the new line is stepped up at LeTourneau plants in Longview and at Vicksburg, Miss.

The new line will feature A.C. electric motors and gear reduction units developed by R. G. LeTourneau, Inc., for use on their heavy electrically powered and controlled equipment, and applied on this equipment since 1945.

Knife Setting Stand

Dependable Machine Co., Greensboro, N. C.—A new knife setting stand, field

tested during the past year, has just been put on the market.

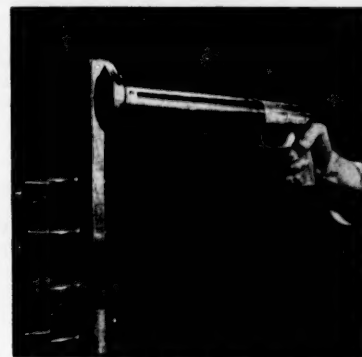
The S-1 setting stand is designed for setting straight knives, ground-to-pattern, and milled-to-pattern knives for all "slip-on" type heads.

According to the manufacturer, the importance of setting the knives in a cutter head accurately should not be overlooked. Knives not set accurately require heavy jointing to bring all knives to a proper cutting circle. This will produce uneven heels on the knives—light some places and heavy other places. A knife with a heavy heel, the same as a dull knife, has a tendency to pound or hammer rather than cut the wood. Accurate setting of the knives will make it possible to joint properly and produce smooth work. It is also pointed out that with light, even joints the knives will not be jointed away wastefully and will give longer life.

Pistol Drives Through Steel

Ramset, 12117 Berea Rd., Cleveland, Ohio—Ramset recently announced the world's first powder-actuated tool designed to drive heavy shank fasteners successfully into structural steel plates up to an inch thick and into hardest concrete.

Ramset, a division of Olin Industries, Inc., calls its tool the "Super-Powered



Powder-actuated tool

Jobmaster." Volume production is underway at Ramset's Cleveland plant.

Pins and studs driven into one-inch structural steel with the Ramset Super-Power Jobmaster have a holding power up to 10,000 pounds, approximately twenty-five per cent greater than recorded for fasteners seated by any other heavy-duty tool, according to tests made by Ramset Engineers.

The new tool weighs less than eight pounds and is a mere fifteen inches long. It is designed for either one-hand or two-hand operation and sets pins and studs three-eighths of an inch in thread or head diameter at an average rate of one or more a minute.

(Continued on page 46)

NEW PRODUCTS

(Continued from page 45)

Cork Insulation Tape

Dennis Chemical Company, 2701 Papin St., St. Louis 3, Mo., announces introduction of DEN-ITE Insulation Tape, especially developed as an insulating material for cold lines in air conditioning systems, freezers, commercial refrigerators, plumbing installations, and wherever the problem of condensation is encountered.

DEN-ITE No. 8525 Cork Insulation Tape also provides an effective sound deadening barrier, and has been used successfully as a gasketing material. Has excellent adhesion to itself and all types of surfaces—no supplemental adhesives required.

Concrete Block Truck

Market Forge Co., Everett, Mass. — A new Electric Concrete Block Truck designed to serve any industry that handles fragile materials, but specifications on this particular unit are made up especially for the concrete block industry.

This machine is called a Load-Mobile Skid Lift, and it has capacities of 3000 lbs. and 5000 lbs. and a platform that's 60" long, 31 inches wide and 13 inches high when lowered. The truck has automatic control equipped with four speeds in both directions. Maximum speed is approximately 3½ M.P.H. The four automatic speeds allow the truck to accelerate gradually in either direction without jar. The front driving wheel is 10½ inches in diameter by 7 inch face. All wheels have precision sealed ball bearings and cushion rubber treads. Under load the platform deflects approximately 1 inch. Lifting is by power, lowering is by gravity under control of a flow control valve which cuts down shock. The truck may be driven with the seat in position or 180 degrees from that. It may also be operated with the driver standing on the front step.

Flat Angle Drill

Aro Equipment Corp., Bryan, Ohio—A new flat angle drill incorporating space-saving and rugged features.

Head height of this air-powered drill is only 43 sixty-fourth of an inch and the over-all length is 10 five-sixteenths of an inch for model 7348. Facility for drilling in close quarters results from the new design of gears and housing. By re-locating the bevel gears to the rear end of the housing, it was possible to decrease size at the drilling end. Heavier duty bevel gears were used. The precision gears in the angle-head are mounted on needle bearings for correct drilling speed and longer tool life.

A new material has been used in the right angle assembly, and is known as Ductile Cast Iron. The cover plate on the Ductile casting is also new and of a heat-

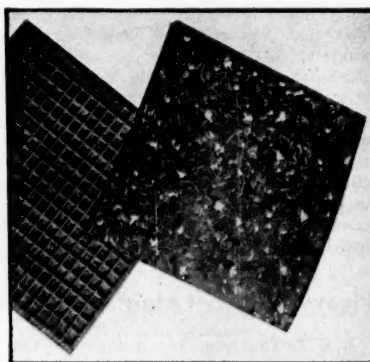
treated alloy steel with graphitic type features.

Tool components are interchangeable for speed conversion. Models available with speeds of 1450, 2100, 2500 and 4000 r.p.m. Threaded spindle accommodates threaded drill bits. Small external collets available for numbered drill sizes up to full one-fourth inch drill.

Terra-Tile Needs No Adhesive

Robbins Floor Products, Inc., Tusculumbia, Alabama — Robbins LIFETIME (R) Vinyl All-PURPOSE Terra-Tile — a new and improved floor covering on which patents are now pending — promises to revolutionize present flooring concepts within the industry, according to the manufacturer, Robbins Floor Products, Inc., Tusculumbia (Muscle Shoals) Alabama.

The new tile can be installed without the use of adhesives! For the first time in the history of vinyl floor coverings, it is possible to lay tile on below grade areas, where moisture is excessive. Con-



Installed without adhesives

ventional tile installations have always failed below grade because moisture and alkalies attack and eventually destroy the adhesive. All-Purpose Terra-Tile can be used wherever the installation of conventional tile is practical and in virtually all places where it is not.

Robbins All-Purpose Terra-tile differs from ordinary tile in many ways. The tile back is honeycombed, a construction exclusive that gives it many important advantages over solid tile. It is up to ten times more resilient and twice as thick as conventional tile. Pockets formed by the honeycomb construction exert a suction cup effect that helps hold the tiles in place, prevent moisture seepage between the joints, and trap air which effectively insulates against temperature extremes and dampness.

According to the manufacturer, this radically different construction technique makes it practical to install Robbins All-Purpose Terra-Tile over uneven wood floors and still achieve a smooth level sur-

face. It is also unnecessary to prepare these floors beforehand, since there is no adhesive to be contaminated by wax, paint, or other foreign matter. Shifting of wood floors has no effect on the tile and the expensive—as well as unsatisfactory—procedure of applying composition board, plywood, or felt underlay is unnecessary.

The new tile is available in 16 beautiful and color-perfect terrazzo patterns that permit virtually unlimited styling. Unlike laminated, sandwich-type flooring, the brilliant terrazzo designs are tile-thick. All-purpose Terra-Tile resists grease, oils, fats, acids, alkalies, and harsh cleansers. Occasional mopping and buffing preserves the inherent high gloss and keeps the floor surface spotless. Iodine and fruit stains readily succumb to a damp cloth.

Portable Warning Signal

The General Scientific Equipment Co., 2700 W. Huntingdon St., Philadelphia, Pa. — This Warning Signal is portable and may be transferred from one location to another instantly.

For use at plants, factories, dangerous crossings, accidents, emergency repairs, theatres, schools, churches, factory exits, street repairs or any other place that a portable warning signal may be needed.

The Standard Warning Signal consists of a flashing amber light that may be seen from any angle. Powered by a Storage Battery which is automatically recharged with a built-in charger.

It is portable and mounted on heavy 8-inch rubber-tired wheels and is so balanced that it can be moved by anyone.

The amber flashing signal light will operate for 30 continuous hours. The unit is made of heavy gauge steel with a baked enamel finish. The word SLOW in large letters appears on all four sides.

New Capping Compound

Atlas Mineral Products Company, Mertztown, Penna.—The availability of a superior capping compound for testing Portland cement compression cylinders has been announced. This hot-poured odorless capping compound remains intact during the crushing operation and permits faster testing with greater accuracy, according to the manufacturer.

Revolving Bins

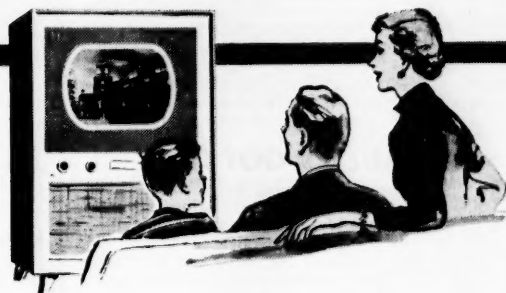
Lyon Metal Products, Inc., Aurora, Ill. — Lyon Revolving Bins are complete storage units, ideal for bulk stock, parts, nuts, bolts, screws, etc.

Shelves revolve easily in either direction on ball bearing rollers. Each shelf has 5 permanent dividers and continuous labelholders. Additional dividers can be added.

Shelves are stabilized to prevent sagging when unevenly loaded. Broad base prevents tipping.

COLOR TV

is Transmitted Over
Telephone Networks



You've probably been hearing a lot about color television in recent weeks. A number of test programs are now being broadcast with excellent results.

The Bell System's part in color television, as in radio and black-and-white TV, is to carry the programs from city to city.

What we do is to provide the electronic channels that make this possible.

Important national events, as well as entertainment, can thus be seen and heard simultaneously by millions of people throughout the country.

Transmitting pictures in color is more complex than in black and white and requires additional equipment. But the basic principles are the same.

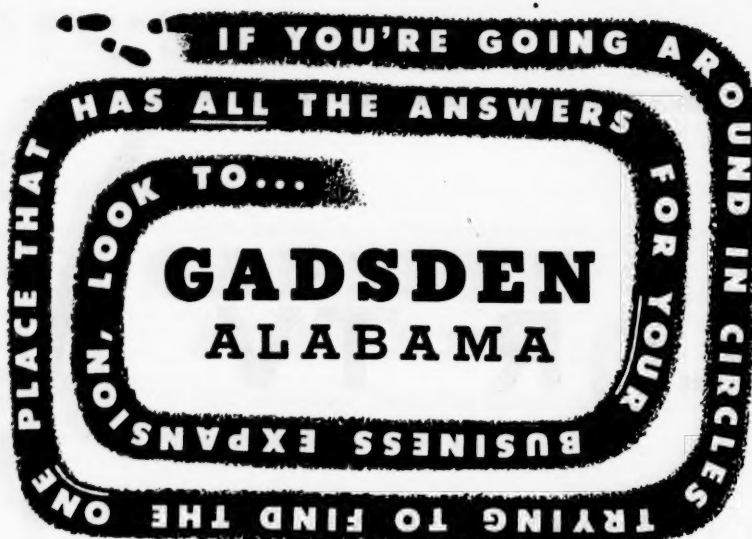
Our ability to serve you in this field, as in radio, comes out of our

research and experience in telephony. Many years ago we started designing and building our Long Distance telephone networks so that they could be used for television as well.

The job of providing Bell System facilities with the special equipment required for color TV has been under way for many months, to meet the needs of the broadcasters and the public.

BELL TELEPHONE SYSTEM

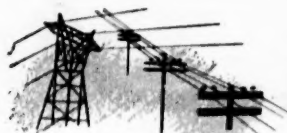




LABOR?



POWER?



TRANSPORTATION?



RAW MATERIALS?



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Native labor, intelligent, compatible and easy to train, they're lovers of the land and the American way of life, they're industrious and prudent, whether your demand is for skilled or unskilled labor, Textiles or Foundry, clerical, managerial or professional you'll find them here in abundance. Yes, Gadsden has the answer to your problem.

"GADSDEN'S GOT IT!"

What do you want for Power . . . COAL? Gadsden's in the very heart of the South's richest coal belt. WATER? In the water shed of the southern tip of the Appalachian Range, the Coosa River flows through the heart of Gadsden and furnishes an abundance of water for all purposes. GAS? Natural gas with an average BTU rating of 1,000 per cubic foot. ELECTRICITY? From the Coosa River the Alabama Power Company can furnish enough electricity to meet any of your needs.

"GADSDEN'S GOT IT!"

A natural cross roads between the principal cities of the South. Gadsden is served by four railroads and seventeen truck lines. From the Gadsden airport six operating flights daily connect the Valley of the Coosa with the capitals of the world. Modern highways from Gadsden lead to everywhere! You can find your answer to transportation, in . . . Gadsden!

"GADSDEN'S GOT IT!"

What are your needs? Iron, steel, aluminum, timber, coal, stone, manganese, shale, clay, cotton . . . just name it . . . Gadsden's almost sure to have it. Today in Gadsden the articles manufactured run from vitreous china ware to ranges, from cast iron pipe to automobile tires. Bring your needs to Gadsden, you'll find your answer here.

COMMITTEE OF THIRTY-FIVE Gadsden, Alabama

Gentlemen: Please tell me more about Gadsden.
I am interested in the manufacture of

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Position _____
Company _____
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Committee of thirty-five
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Bituminous Coal Annual States Challenge to Industry

The National Coal Association, in a foreword to its *Bituminous Coal Annual for 1953*, declares that the bituminous industry "has all the physical elements" for a successful industrial enterprise, but "is being hurt by things over many of which coal company managements have no control."

Bituminous coal reserves are sufficient for centuries, the industry is capably managed, has adequate modern transportation, and is up-to-date technologically. But in spite of the abundance of coal, and the need for it, "the industry faces serious problems," and the manner of their solution "can affect the national economy, our nation's defense and how well you live," the foreword added.

The industry has no control over rising capital expenditures, increasing costs of supplies, higher wages, rising freight rates, or competition from other fuels.

"To produce the coal which America requires and to obtain for this coal a price that will yield the margin of profit needed to maintain a strong and forward looking industry, is coal's daily battle."

The volume of facts and figures now being distributed is the sixth in a series started in 1948. It presents the latest available statistics on production and consumption of bituminous coal through 1952, as well as information on employment and reserves.

NCA, through its public relations department, also is ready to furnish any other information, or give other assistance relative to the bituminous coal industry, that may be desired.

Features of the 1953 volume include a series of frequently-asked questions, and their answers; a glossary of mining terms; and an appendix devoted to a wage chronology going forward from 1933 through October, 1952.

Koppers Water Treatment Plant In Operation in W. Virginia

A half-million dollars worth of "good neighborliness" went into action recently when the Koppers Company's new waste treatment plant at Follansbee, W. Virginia, was put into full-scale operation as the Company's contribution to a cleaner Ohio River.

Built as an addition to Koppers tar products plant, the new treatment unit now makes possible the removal of 99 per cent of the phenol contained in the tar process water, reducing the phenol content to 0.005 per cent before it is emptied into the river alongside the plant. Before the new unit was built, the process water emptying into the river contained up to 0.3 per cent of tar acids.

Koppers half-million dollar investment in the design and construction of the treatment plant represents a capital expense entirely for the purpose of eliminating river pollution. The chemicals it recovers may be sold to offset a portion of the \$30,000 annual operating costs.

Southern Screw Breaks Ground For Statesville, N. C., Plant

As Fritz Jensen goes about his daily duties as president of what is regarded as the largest wood screw making plant in the nation, he has definite ideas for enlarging the unique concern he started here in 1945.

For this native son of Copenhagen, Denmark, who came to Statesville in 1945 from his adopted home city of Rockford, Ill., is now supervising the spending of \$2,000,000 his company has set aside for expanding its manufacturing operations here.

Ground was recently broken out on the Salisbury highway for the new home of Southern Screw Company. The new plant, which will have an ultimate capacity of about 500,000 square feet, will provide room for all the company's operations. The new plant will more than treble the space in the one now in use.

Completion of the expansion program, President Jensen told Director Ben E. Douglas of the North Carolina Department of Conservation and Development, will provide employment for from 600 to 800 employees. The concern now employs 375 persons.

Not satisfied with being the largest manufacturer of wood screws in the nation, Jensen and his associates now plan to manufacture machine screws, sheet metal screws, drive screws, cap screws, lag screws, hanger bolts, and stove bolts. Some of these items are being manufactured now, but Jensen thinks it will be two or three years before his company can get into full production of all the fastener items he envisions making.

Jensen recently opened a new office and warehouse in Dallas, Tex., for faster distribution of his North Carolina-made product in the teeming Southwest. His firm already had offices and warehouses in North Bergen, N. J., Chicago, Ill., and Los Angeles, Calif. There may be more as Jensen expands his operations.

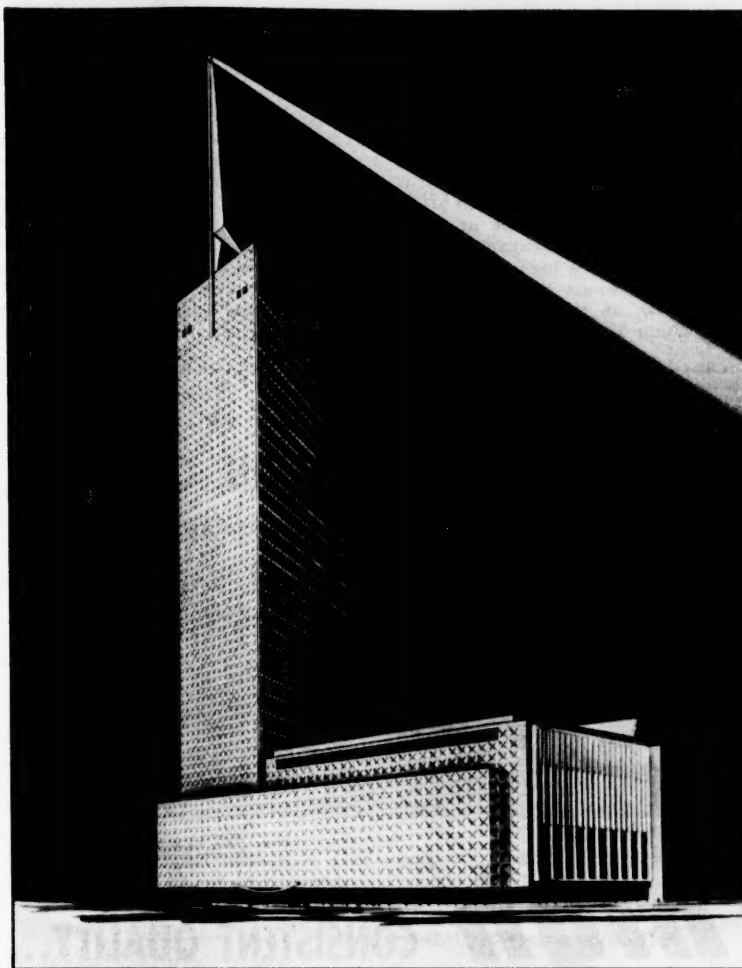
Production Begun at Gulf Oil's Port Arthur Alcohol Plant

Gulf Oil Corporation now is producing iso-octyl alcohol from a new plant at Port Arthur, Texas, and has begun shipping tank cars of the product. This marks the company's initial move into the general organic chemical market.

The new plant has a capacity of about 9,000,000 pounds per year of iso-octyl alcohol and can be adapted to produce other alcohols. It makes available to the chemical industry a new source of iso-octyl alcohol, which is rapidly becoming an important industrial chemical in the U. S.

Completion of these facilities climaxes a development program by the company's research laboratories, which has successfully modified the Oxo process introduced by the Germans during World War II. The modified process incorporates substantial improvements over the original method.

Republic National Bank Building, Dallas



An artist's conception of the new Republic National Bank Building, now nearing completion at Pacific, Bryan and Ervay Streets, shows a view of the Bank's beacon light against a night sky. The huge light will be mounted on a 150-foot tower, giving the building an over-all height of 598 feet above the sidewalk. The beacon, of almost 500,000,000 candlepower, will be visible an estimated 120 miles from Dallas. Its beam will be elevated 1½ degrees above the horizon, and will rotate 12 times per minute.

Central of Georgia Orders 500 New 50-ft. Boxcars

To further help meet the demands of industry for wide-door freight equipment, the Central of Georgia Railway has

placed orders with Pullman-Standard Car Manufacturing Co., Birmingham, for 500 new 50-foot boxcars.

Delivery of the new cars, which will cost approximately \$3,500,000, is expected in early fall.

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Republic Steel's 1953 Payroll Reached New High in Alabama

Republic Steel Corp's payroll for its Alabama employees reached an all-time high in 1953, when direct wage and salary payments totaling \$27,491,748 went to the company's more than 6,000 employees in this state.

Employees at Republic's Gulfsteel plant in Gadsden drew a record \$17,908,299 during the year, while at the adjacent plant of the company's Truscon Steel Division a new high of \$605,485 was disbursed for wages and salaries.

Employees at the Thomas plant in Birmingham received \$2,301,902. Other

payments at Republic's installations in Jefferson County amounted to \$4,459,827 to employees at the Southern coal mines and \$2,216,235 to those at the Southern ore mines. The coal mines are at Sayre, Virginia, and Sayreton, and the ore mines are Spaulding, near Birmingham, and Edwards, near Bessemer.

The number of Republic Steel employees in Alabama during 1953 reached a monthly average of 6,352. Of these, approximately 4,350 were employed at Gadsden and the remaining 2,000 at Thomas and in the mining division. These figures rank Republic as one of Alabama's largest employers.

Total wages and salaries paid the 69,463 employees of Republic Steel Corp.,

and subsidiaries in 1953 amounted to \$347,000,000, highest total in the company's history. This figure exceeded the combined wages and salaries paid in 1945 and 1946, the total for those two years having amounted to about \$339,500,000.

An Industrial Survey Undertaken for W. Va.

An industrial survey of West Virginia will be undertaken shortly by Arthur D. Little, Inc., announced William C. Marland, governor of the state of West Virginia and Earl P. Stevenson, president of Arthur D. Little, Inc. This comprehensive industrial survey of the state will be under the direction of Dr. C. C. Herrmann of ADL, and Dr. R. M. Alt, ADL staff economist, will be responsible for liaison with the Governor's Office.

Arthur D. Little, Inc., research and consulting firm of Cambridge, Mass., has long been active in the area development field.

It is the objective of the West Virginian industrial survey to find industrial opportunities that will create employment and expand income.

American Bakeries Producing In Anderson, S. C., Plant

A new baking plant completed here in March for American Bakeries Co. has swung into production, according to Daniel Construction Co. of Greenville, S. C. and Birmingham, Ala., the general contractor. Machinery was installed in the plant early last month.

The new plant is a unique straight-line structure. Supplies are brought to the receiving dock at one end, and finished bread and cake taken out of the other end, to be loaded into route trucks. Slicing and wrapping machines are located between the bread cooler and distribution platform.

Stevens and Wilkinson of Atlanta are architects and engineers for the new baking plant.

American Cyanamid Opens Fortier New Orleans Plant

American Cyanamid Company dedicated its new Fortier plant near New Orleans recently. The plant brings American Cyanamid for the first time into the production of industrial chemicals from natural gas. Among these products will be acrylonitrile, a chemical finding wide use in synthetic fibers, synthetic rubber, insecticides, plastics, drilling muds, adhesives and other products.

Construction of the Fortier Plant was begun in the early summer of 1952. Production units currently in operation include sulfuric acid, oxygen and ammonium sulfate. The acetylene, hydrocyanic acid, ammonia and acrylonitrile units are expected to go on stream shortly.

Chemical Construction Corporation, a unit of American Cyanamid Company, designed and built the plant.

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Southern Firm Markets Car Air Conditioner

One of the newest and best-selling car air conditioners in the south and southwest today is Mark IV, a compact cooler that weighs only 146 pounds and sells for \$449.

The name Mark IV is "just something thought up" by the firm's 29-year-old president Robert Anderson, an electrical engineer with a Bachelor of Science degree from the University of Oklahoma.

Anderson, from Oklahoma City, developed the cooler and patented nine different pieces of it. He started Mark IV, Inc. less than two years ago. Since then he has branched into Texas, Kansas, Arkansas, Louisiana, Tennessee, Mississippi, North and South Carolina, Alabama and Florida.

The cooler is unique in that it can serve any make or model automobile. An adaptor, invented by Anderson, allows the same basic unit to fit any car.

Mark IV assembles its own adaptors and conditioners in the Oklahoma City headquarters from made-to-order parts. There are 25 persons employed in the city shop.

Part of the cooler, about 75 pounds, fits into the front of the car with the remainder in the trunk. Air vents release the cool air from behind the rear seat in the package space.

Installation requires about five hours, Anderson said, there is very little disassembling of the car—only the radiator is removed. Anderson pointed out the cooler has no adverse effect upon functioning of the automobile such as unbalance, vibration or over-heating.

The air conditioners are retailed by franchise holders, already established companies in various districts.

Frisco Railway Compiles Industrial Sites in Brochure

An outstanding 56-page brochure furnishing basic data about industrial sites available in 11 cities throughout the mid-west and the southwest, has been issued by the Frisco Railway, J. E. Gilliland, assistant to the president in charge of development, announced.

Included in the brochure are these communities: Kansas City and Springfield Mo.; Tulsa, Oklahoma City, and Ada, Okla.; Ft. Smith, Ark.; Memphis, Tenn.; Tupelo, Miss.; Mobile, Ala.; Ft. Worth, Tex.; and Wichita, Kans.

In dealing with each city, the booklet shows trade areas involved; transportation, resources, manpower and living conditions available; actual photographs of the industrial sites; and maps of the industrial sites.

All of the sites listed in the booklet, Gilliland said, are available immediately for lease or sale, in whole or in part. Copies of the brochure may be obtained by writing the Development Department, Frisco Railway, St. Louis 1, Mo.

3

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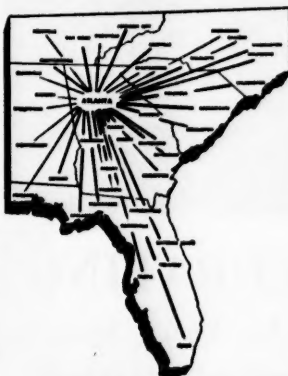

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Lockheed's Georgia Plant States Largest Single Payroll

Something like one-third of Georgia's \$1.3 billion sales of goods and services to the federal government in the past three and a half years (from the outbreak of the Korean war to the end of 1953) has been multi-engine aircraft, mostly six-jet B-47 bombers.

The U. S. Air Force has a southpaw punch in its air power—a fact little known nationally—and in the period of time mentioned above its purchases in the State of Georgia are officially listed as approximately \$800 million. An estimated half of this was for modifying B-29 bombers for service in Korea and for quantity production of the 600-miles-per-hour B-47 Stratojet bomber—called the “backbone bomber of today's Air Force”—and for contracts connected with this program.

Any way you figure it, Georgia's young aircraft manufacturing industry is the biggest single reason the state ranks No. 1 in the entire Southeast and second only to Texas in the entire South in the dollar value of its defense business.

What's the story behind this Southern airpower? Where does it come from?

It comes from Government Aircraft Plant No. 6, located at Marietta, Ga., which has been operated since early 1951 by the Georgia Division of Lockheed Aircraft Corporation. Today, Lockheed-Georgia employs 15,000 workers, who are turning out B-47 Stratojets on a large

scale, and who are well along in fabricating the first production model of the revolutionary USAF C-130 turbo-propelled transport, a high-speed, four-engine cargo craft designed by Lockheed for the military services.

The plant is operated by Georgians who already have had more than a million and a half hours of training in aircraft skills. These newly trained Georgia workers have delivered to the Air Force all aircraft orders on schedule, month-by-month. They modified the B-29's ahead of schedule and below cost estimates. As the Stratojet schedule has accelerated, they have increased their pace, never missing a delivery date.

These Georgia workers are commuting to work every day from 36 North Georgia counties. They are receiving a weekly payroll of \$1.2 million—the state's largest single payroll. They are making some 30,000 aircraft parts for the B-47 and approximately 20,000 for the C-130. This precision manufacturing operation requires one of the South's largest machine shops and some of its biggest and finest machine tools.

Carolina Power & Light Again Cuts Its Rates

A \$190,000 rate reduction by Carolina Power & Light Company for customers in the old Tide Water Power Company area has been approved by the Utilities Commission. The cut is effective on all bills rendered on and after August 1.

The entire saving will go to residential customers, mainly those using 250 kilowatt-hours per month, or less. A small part of this reduction will go to home owners with heavy electric installations. These large users will have a choice of a rate averaging 1.9 cents per kilowatt-hour or a two-part rate so graduated that customers with long, consistent home use of electricity can earn an average rate below 1.9 cents per kilowatt-hour.

When Tide Water Power Company was merged into CP&L in 1952, an immediate reduction of \$812,000 was granted to residential, commercial, industrial and other customers. Last year, a further reduction of \$200,000 was granted small commercial and industrial customers. The newest saving of \$190,000 goes entirely to residential users.

Louis V. Sutton, president of Carolina Power & Light Company, said the reduction brings the residential rates in the Tide Water area basically in line with those in the rest of the CP&L system.

Small residential users will get most of the new saving, he explained, because the “inducement” rate which was instituted at the time of the merger to enable persons to get a lower rate by using more current now has been applied to all customers, whether they use more electricity or not.

Delta-C&S Air Lines Marks 25th Anniversary

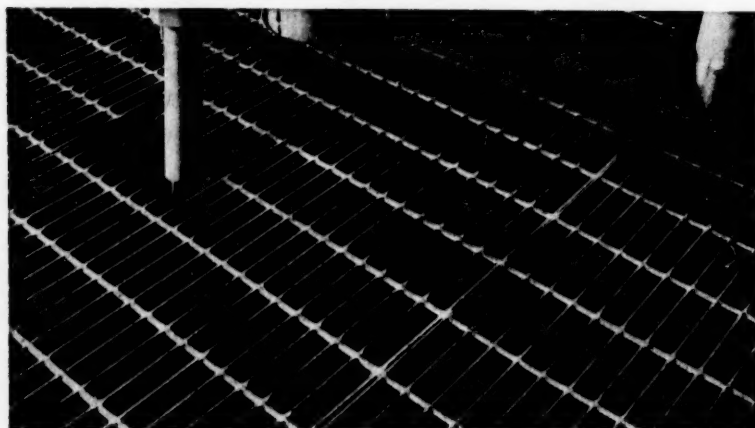
It was June 1 twenty-five years ago that Delta Air Lines, now operating as Delta-C&S Air Lines, started carrying passengers in regular air line operation with a six-passenger, 90 miles-per-hour “Travelaire” high-wing monoplane. The first flight schedule served Dallas, Shreveport, Monroe, and Jackson, a total of 389 route miles.

Since that date 7,668,224 passengers have been carried, the route extended to 9,508 miles, now serving fifty-five cities, sixteen states and seven countries. The flight equipment has increased to a fleet of fifteen 25-passenger DC-3's, twenty 44-passenger Convair 340's, three 57-passenger Constellations, seven 56-passenger DC-6's, and four of the finest, fastest air transport planes in America today, the 69-passenger DC-7's.

Supplementing this fleet of passenger planes are three C-47 all-cargo planes.

The tremendous growth of the airline has been developed under the inspiring leadership of the man who has guided its destiny during the entire period, the present president and general manager, C. E. Woolman.

The genial president is very optimistic about the future growth of Delta-C&S Air Lines. Numerous applications are now on file before the Civil Aeronautics Board and the awarding of certificates to Delta-C&S Air Lines to serve additional domestic and foreign cities will stimulate growth momentum. In anticipation of the additional flight equipment necessary to serve the extended area, the company is scheduled to receive six additional DC-7 planes.



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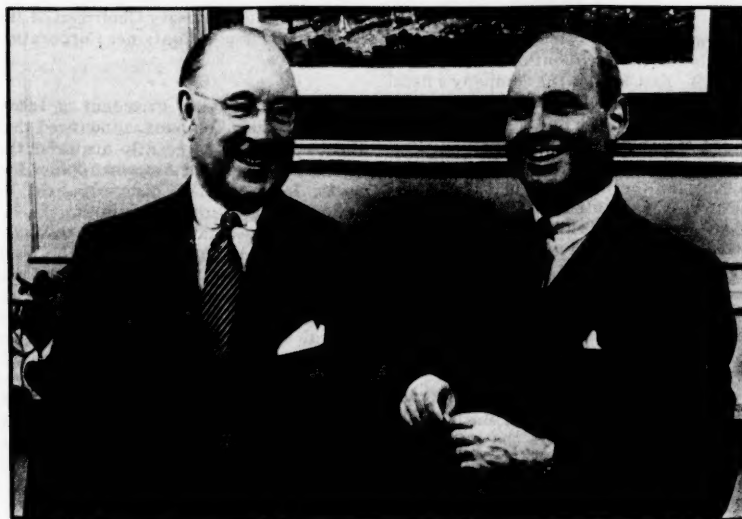
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Olin-Mathieson Stockholders Vote to Approve Merger



John M. Olin

Thomas S. Nichols

Stockholders of Olin Industries, Inc. and Mathieson Chemical Corporation voted in special meetings at East Alton, Ill., and Saltville, Va., on June 29, to approve the merger of the two companies to

form a new corporation, Olin Mathieson Chemical Corporation. The new company will be one of the nation's important diversified processing and manufacturing enterprises with total assets of about

\$500,000,000 and sales of over \$500,000,000.

Both meetings also passed a restricted stock option plan for executives of the new corporation, to be substituted for similar plans previously in effect in the two companies.

The exact date upon which the merger will become effective will be announced shortly, according to John M. Olin, president of Olin Industries, and Thomas S. Nichols, president and chairman of Mathieson. After the merger, Mr. Olin will become chairman of the board of Olin Mathieson and Mr. Nichols will become president. John W. Hanes, financial vice president of Olin, will become chairman of the finance committee of the new corporation.

A joining of equals, the merger will bring together two companies which were founded in 1892 and are generally of the same size. The new corporation will have approximately 36,000 employees, 43 plants in 24 states in this country, and 16 plants in foreign countries.

Olin Mathieson products will include industrial and agricultural chemicals, petrochemicals, "Squibb" pharmaceuticals, "Winchester" sporting firearms, "Western" and "Winchester" sporting ammunition, cellophane, polyethylene film, industrial explosives, non-ferrous alloys and fabricated metal parts, "Ecusta" fine specialty papers, "Frost" forest products, "Powell" insecticides, "Ramset" powder-actuated tools and fasteners, and electrical products.

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FINANCIAL NOTES

Philip Morris & Co. Ltd., Inc., in its annual report reported a consolidated net income after taxes for the fiscal year ended March 31, 1954, of \$12,421,638, and consolidated net sales of \$294,902,434; compared with net income last year, before the acquisition of Benson & Hedges by Philip Morris, of \$11,345,200, and sales of \$314, 894,718.

Of the consolidated net income figures, \$12,331,481 represents Philip Morris profits for the fiscal year and \$90,157 represents profits of the Benson & Hedges division for the two months after it was acquired by Philip Morris early this year (Benson & Hedges fiscal year ended December 31, 1953). Of the consolidated net sales figures, \$289,875,141 represent Philip Morris sales for the year ended March 31, 1954, and \$5,027,293 represent Benson & Hedges sales for the two month period ending on that date.

Consolidated earnings were \$3.90 per share on 2,876,171 shares of common stock outstanding. Earnings of Philip Morris, not consolidated, were \$4.54 per share on 2,448,121 shares, the number outstanding prior to the acquisition of Benson & Hedges. This compares to \$4.13 per share for the year ended March 31, 1953. The regular \$3.00 cash dividend was paid to holders of common stock during the year.

Philip Morris directors have advised putting the company on a calendar year

basis. The next fiscal accounting period therefore will end on December 31, 1954.

Cornell-Dublier Electric Corporation reports for the six months ended March 31, 1954—first half of the company's fiscal year—sales of \$21,564,445 compared with sales of \$22,732,082 for the six months ended March 31, 1953.

After provision for Federal taxes, net income for the first half of the current fiscal year amounted to \$847,953, equal, after preferred dividends, to \$1.59 per share on 512,390 shares of common stock presently outstanding. For the six months ended March 31, 1953, net income after taxes amounted to \$895,204, or \$1.68 per share on the basis of the 512,390 shares now outstanding.

Container Corporation of America, through its Chairman of the Board, Walter P. Paepcke, announces the acquisition of assets, business and name of the **Traver Corporation of Chicago**.

This marks the entrance of Container Corporation into the promising and virtually unlimited field of flexible packaging, including cellophane, polyethylene, pilofilm, polycel, glassine and foil.

The Chairman of the Traver Corporation, George W. Traver, was one of the earliest pioneers in the art of printing and merchandising polyethylene, cellophane and glassine. He was one of the

first to bring some of these products over from France in the early 1920's. Mr. Traver will be Advisory Chairman of the Traver Division of Container Corporation of America.

Richard C. Doane, President of **International Paper Company**, announced that the company had recently acquired the outstanding stock of **American Paper Exports, Inc.**, (APEX), formerly held by several other paper companies.

With representatives located throughout South and Central America, the West Indies, the Philippines and the Far East, APEX has for many years operated as an export outlet for International Paper and several other North American paper manufacturers. Its future operations will be integrated with the sales program of International Paper Company. APEX will continue to offer a full line of grades in its export marketing areas and to handle many grades produced by other manufacturers.

An agreement for the purchase by **Republic Steel Corporation** of property and assets of **Cleveland Chain and Manufacturing Company** and its affiliated companies was announced by C. M. White, President of Republic.

Cleveland Chain and the affiliated companies are known as the "Round Chain Companies," a name arising from the Round family, founders of the business nearly 85 years ago. R. L. Round is president of Cleveland Chain and James W. Dickey is executive vice president.

The agreement provides that Republic will purchase the inventory, fixed assets, and business of the chain companies for cash and common stock of Republic Steel and that the sale will be consummated sometime prior to July 15, after completion of necessary legal details. The agreement of sale was reached after extended negotiation between officials of Republic and representatives of the chain companies. Representing the sellers in the transaction is the law firm of Ganger & Ganger. Broker for the sellers is L. B. Schwinn & Co.

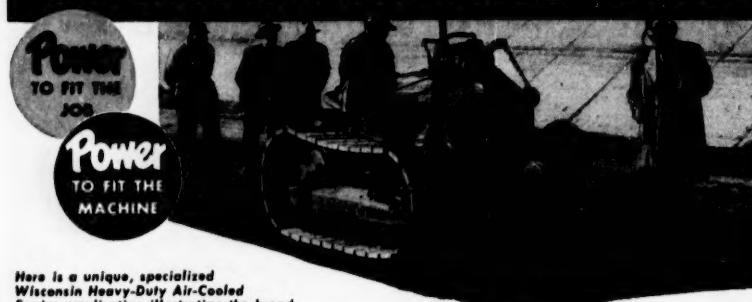
Consolidated net income of **Columbia Broadcasting System, Inc.**, provided earnings of \$1.22 per share for the first quarter of 1954 as compared with \$1 per share for the comparable period in 1953, an increase of 22%, it was announced today at the meeting of the Board of Directors by William S. Paley, Chairman.

Net income for the first quarter of 1954 amounted to \$2,866,365 as compared with \$2,338,148 for the comparable period of the preceding year.

The Indiana Steel Products Company, Valparaiso, Indiana, reported net earnings of \$203,018.58, or \$1.43 per share, for the first quarter of 1954, compared with \$98,639.49, or 69 cents a share, in the same period last year.

Robert F. Smith, president of the company, which is the world's largest manu-

WISCONSIN-POWERED Sand Skimmer Does Work of 15 Men



Here is a unique, specialized Wisconsin Heavy-Duty Air-Cooled Engine application illustrating the broad usefulness of these versatile power units.

This machine is used for skimming the scum from the top of the filtration beds at the Kassler plant, Watertown, Colo., performing in 5 hours a task that normally consumed 182 man-hours when the job was done by hand. It permits putting the filter beds into operation in proportionately shorter time. This sand skimmer was developed as a cooperative project between the Denver Board of Water Commissioners and the Howry-Berg Steel & Iron Works, Inc., Englewood, Colo., and is powered by a 4-cycle single cylinder Wisconsin Air-Cooled Engine.

Wisconsin heavy-duty engineered design and construction, plus dependable AIR-COOLING and adaptability to installation on any type of equipment requiring power components from 3 to 36 hp., are factors that make Wisconsin Engines the preferred power in the construction and maintenance fields.



WISCONSIN MOTOR CORPORATION

World's Largest Builders of Heavy-Duty Air-Cooled Engines

MILWAUKEE 46, WISCONSIN

facturer of permanent magnets, said the increase in net earnings was achieved despite the fact that first quarter sales were "off slightly."

Smith said 54 cents of the 74-cent difference between the two years was due to the lapse of the Excess Profits Tax, and the remaining 20 cents was due to improved operations.

Earnings per share at an annual rate of \$3.91 for the first six months of the current fiscal year ending May 31 are reported by **The Pennsylvania Company for Banking and Trusts**, as compared to per share earnings of \$3.25 for the corresponding period last year.

Net earnings after all expenses and taxes were \$2,655,767, an increase of \$443,993 or 20 per cent above the earnings for the first six months in 1953. After dividends paid and accrued at the annual rate of \$2.00 per share, the excess earnings of \$1,295,767 were added to the undivided profits account.

The bank's gross income was \$12,201,867, an increase of \$901,271, or eight per cent, above the figures reported last year, due to a larger volume of loans at slightly higher rates of interest. Net operating income was \$5,257,017, contrasted with \$4,793,574 for the first six months of 1953, an increase of \$463,443 or 9.7 per cent.

TEMCO Aircraft Corporation's Board of Directors declared a regular quarterly dividend of 15 cents a share on the company's outstanding common stock at a

special meeting in the company's Dallas, Tex., offices.

This dividend—the 22nd consecutive dividend declared by **TEMCO**—will be paid Aug. 2 to stockholders of record June 29.

The Board of Directors of **Philip Morris & Co. Ltd., Inc.**, declared its regular quarterly dividend of 75¢ payable to stockholders of record at the close of business on July 6.

The date of payment of this dividend only was deferred from the usual July 15 to August 2, to make it possible for stockholders to obtain partial relief from double taxation of corporate earnings in the event that the provisions of the new Federal Revenue Bill with respect to dividends received after July 31, 1954, become effective in the form in which they are now pending in the Senate.

N. C. McGowen, president of **United Gas Corporation**, reported to the annual meeting of stockholders at the company's offices at Shreveport that business for the first five months of 1954 was satisfactory. Earnings in 1953 were \$1.99 per share.

Stockholders reelected all members of the board of directors, and again named **Haskins & Sells** as the company's auditing firm.

A registration statement filed today by **Merritt-Chapman & Scott Corporation** with the Securities & Exchange Commis-

sion schedules June 25, 1954, as the record date for shareholders who will be offered primary rights to subscribe to additional authorized but unissued shares of the Company's common stock on the basis of one for each five held.

The offer, which will be effective through July 19, 1954, grants shareholders the privilege of entering an additional subscription for any shares left unsubscribed by exercise of the primary rights.

Louis E. Wolfson, president and board chairman, said that proceeds realized through the offering to shareholders will be devoted, in part, to retirement of the \$4,050,000 balance now outstanding on the 10-year, 4½ per cent unsecured \$4,500,000 loan obtained by **Merritt-Chapman & Scott** in March, 1953, from **The Equitable Life Assurance Society of the United States**. The remainder of the proceeds will serve for further expansion, he said.

Under terms of the offering to shareholders, full subscription would entail the issuance of 286,027 shares, raising to 1,716,160 the total outstanding of the Company's authorized 3,000,000 shares.

The Parker Appliance Company has declared a dividend on common stock of 25¢ per share for the fourth quarter of its fiscal year which commenced July 1, 1953, payable June 21 to shareholders of record at the close of business June 7, 1954.

This is the fourth successive 25¢ dividend to be paid by the company during the current fiscal year.

COAST LINE'S

Columbia Industrial District

- Rail-Served, Graded Sites
- Water, Power, Sewerage
- Paved Streets

Centrally Located in
Columbia, S. C.

For Details communicate with

O. C. Rose, Industrial Agent, Atlantic Coast Line Railroad, Wilmington, N. C.

ATLANTIC
COAST LINE
RAILROAD

BUSINESS NOTES

Operation at the **Columbian Division** soda pulp mill of **The Mead Corporation** in **Bristol, Virginia**, were discontinued at 7:00 A. M., Friday, July 2, 1954.

Customers who have been receiving pulp from Columbian will be supplied from the newly reconstructed soda pulp mill at Kingsport, the final elements of which were placed in operation last year. Centricleaners have recently been added here to improve still further the cleanliness and quality of this mill's product, and the installation of modern baling equipment will permit greater flexibility in handling market sales.

The company has drawn up plans to assist employees of the Columbian Division in finding employment in Bristol or in other locations. A list of employees and their job experience is being circulated to other pulp and paper mills in the area.

It is naturally a cause of regret to the Mead Management to find it necessary to

take this step. We recognize its effect on our valued employees and friends and we appreciate the service, cooperation, and loyalty given us by our employees.

The Columbian Division was acquired by The Mead Corporation in 1946. Before that, the mill was operated by Columbian Paper Company.

The Magic Door Division of The Stanley Works, New Britain, Connecticut, is pleased to announce the appointment of the **Hatcher Sales Company, Inc.**, as the Magic Door Agent in the states of North Carolina, South Carolina and Georgia. **Mr. Frank M. Hatcher and Mr. J. T. Cobb**, partners in the firm, will make their headquarters at 542 Forrest Road, N.E., Atlanta, Georgia.

Mr. Hatcher states that Stanley Magic Door Controls, in automatically operating doors in banks, restaurants, hotels and public buildings, offer courtesy and better service to patrons, conserve ex-

pensive conditioned air and relieve congestion. Magic Door Controls are of growing importance to the textile and other industries in speeding up the flow of materials and maintaining desired temperature and humidity conditions. Representatives of the new sales agency will therefore be serving a broad cross section of business and industrial leaders in the Carolinas and Georgia.

Mr. Hatcher is well qualified to carry out his new duties with his background of thirty years' experience as a sales engineer in the southeastern states, including eighteen years as a Stanley Magic Door Representative. Born in Georgia, Mr. Hatcher was educated at the University of Georgia. He is well known for his active participation in local church and civic affairs.

Also a native of Georgia and educated at the University of Georgia, Mr. Cobb served in the U. S. Army Signal Corps in a civilian capacity during World War II.

Wilkinson-Schwartz & Tips, Inc. and McCann-Erickson, Inc., with headquarters at 900 Lovett Blvd, Houston 6, Texas, have agreed to merge.

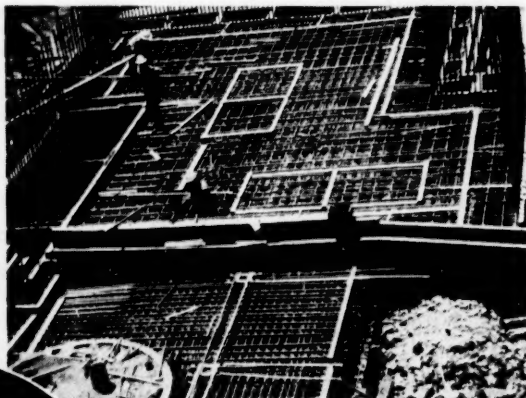
According to officials, the creative, research and marketing services of one of the outstanding organizations in the business will become available to present and prospective clients through this merger. During its 53 years of existence McCann-Erickson has demonstrated its ability to grow with the times, to develop business and to serve its accounts well.

A sales and service agency to serve shippers in Minnesota, Wisconsin, and the Dakotas was opened June 1 in Minneapolis by the traffic department of the **Central of Georgia Railway**.

H. M. Croghan, vice president, said Minneapolis was chosen due to its central location, and that his railroad's decision to establish an office there was brought about by the continuing growth of and resulting interchange of goods between the Northwest and Southeast.

Staffing the new agency are **Albert G. Stanford**, transferred to Minneapolis from Chicago, general agent in charge, and **James R. Straughan of Albany, Ga.**, commercial agent.

Reynolds Metals Company's Advertising Distribution Department has moved from the firm's sales headquarters, 2500 South Third, Louisville, Kentucky, to new quarters at 314 Burnett in Louisville. Twenty persons are employed in the department, which handles distribution of



**When
It's Time To
Set Steel..**

When it's time to set steel, the best excuse in the world doesn't take the place of the needed reinforcing bars.

Connors service is dependable, and Connors bars fit your job—bent and fabricated to your exact specifications.

Check your rebar needs with Connors—you'll be glad you did when it's time to set steel...

CONNORS PRODUCTS

- Concrete Reinforcing Bars
- Hot Rolled Strip
- Merchant Bars
- Special Sections

CONNORS STEEL DIVISION

H. K. PORTER COMPANY, INC.

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GLAMORGAN
PIPE & FOUNDRY CO.
LYNCHBURG, VA.

more than 1000 pieces of Reynolds advertising material, in quantities ranging from thousands to several millions each.

The new location is a recently-built brick building. Reynolds has leased half the structure, and the department will occupy 10,500 square feet of floor space.

Manager of the department is **James A. Key**.

Ebasco Services Incorporated has opened a Dallas office in the Southland Life Building, according to an announcement by T. C. Wescott, President of the engineering, construction and business consulting firm. Ebasco's headquarters are at Two Rector Street, New York City, and in addition to the Dallas office, has offices in Chicago and Washington, D. C. The Dallas office, has been opened to acquaint new clients and prospects with the many services Ebasco offers business and industry, and to facilitate closer relations between Ebasco staff and its clients in the southwestern area.

The Dallas office will be managed by W. A. Buchanan. A graduate of Virginia Polytechnic Institute, Mr. Buchanan has had broad experience in engineering, construction, and general business consulting activities. He began his career in 1920 with Kentucky and West Virginia Power Company; later transferring to the Appalachian Electric Power Company as general superintendent, becoming district manager in 1929. In 1943, he was appointed general manager of Island Creek Fuel and Transportation Company and,

since 1947, has been associated with consulting engineering firms.

A concerted drive to franchise flooring dealers as retail outlets for **Republie Steel Kitchens** has proved outstandingly successful in southeastern states, it was reported.

Typical of the flooring dealers who jumped into the steel kitchen business "with both feet" is the **Statesville Insulation Company** in Statesville, N. C.

Statesville Insulation, which covers a trading area of about 30 square miles, operates six trucks and has a 10-man installation crew.

Mr. Kuester and a representative of the **Allison-Erwin Company**, Charlotte, N. C., distributor for Republic Steel Kitchens, are conducting an intensive kitchen installation course for the mechanical crew. Statesville Insulation salesmen are being factory-trained in kitchen planning.

C. Walker Jones Company, Philadelphia, Pa., the world's largest manufacturer of loop pile fabric work gloves, changed its name to **Jomac, Inc.**, effective July 1.

There is no change in the officers or personnel of the corporation.

At the same time, the official street address of the company becomes 6128 North Woodstock Street instead of 6135 North Lambert Street. The plant and office building faces on both streets.

James K. Pickard has opened a consulting practice in atomic energy developments following his resignation from the U. S. Atomic Energy Commission in May. He has set up his office in **Washington, D. C.**, as successor to Frederick H. Warren, who recently became connected with the General Dynamics Corporation.

Phillips Machinery Company, 929 Myers Street, Richmond, Va., has been appointed to sell and service the Michigan line of tractor shovels and excavator-crane, products of the **Construction Machinery Division of Clark Equipment Company**, according to an announcement by **Clarence E. Killebrew**, Clark vice president.

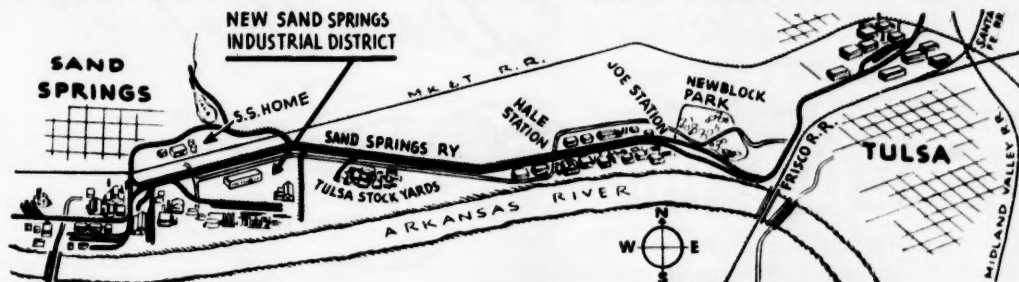
The dealer will handle Michigan equipment for the entire state of Virginia with the exception of the counties of Frederick, Loudoun, Fairfax, Prince William, Accomack, Arlington and Northampton.

McWhorter-Weaver & Co., Nashville, Tenn., has also been appointed a distributor for Whirlpool Corporation.

President **L. J. Mulhall** directs activities of the firm, assisted by **H. R. Marby**, vice president and general manager, and **Robert Fudge**, sales manager.

Established in 1908, the new distributor services 250 dealers in middle Tennessee and Kentucky, and replaces Graybar Electric Co., Inc., as exclusive Whirlpool distributor in the Nashville area.

Nearly 100 Industries Selected Oklahoma's SAND SPRINGS—TULSA Industrial District!



WHO THEY ARE...

Commander Mills, Inc., South West Box Co., Kerr Glass Mfg. Corp., American Smelting and Refining Co., Southwestern Porcelain Steel Corp., Fedrick Laboratories, Inc., Orbit Valve Co., National Tank Co., Frank Wheatley Pump and Valve Mfr., Lock Joint Pipe Co., General Paint Corp., American Steel and Wire Co., Bethlehem Steel Co., Lincoln Electric Co., Southwest Steel Corp., Standard Magnesium Corp., Standard Aluminum Co., Enardo Mfg. Co., Sheffield Steel Corp., The Boardman Co., Youngstown Steel Products Co., Mo-Vi, Inc., Boyles Galvanizing Co., Stanley Home Products Co., Santa Fe Engineering and Equipment Co., The Fibercast Corp., and many others.

WHAT THEY MAKE...

Products manufactured and distributed in the national market (many of them exported) by the Sand Springs-Tulsa area companies include Textiles, Fruit Jars, Corrugated Boxes, Zinc Products, Steel, Electric Fixtures, Chemicals, Canned Foods, Janitor Supplies, Meat Products, Petroleum Products, Dog Food, Porcelain Enameled Steel, Paints and Varnishes, Building Materials and many others.

WHY? FACTORY SITES • TRACKAGE • WAREHOUSES • ABUNDANT WATER
• NATURAL GAS • ELECTRIC POWER • SATISFACTORY LABOR-LIVING
CONDITIONS • COMPLETE BELT-LINE FREIGHT SERVICE — Direct con-
nections with Frisco, Santa Fe, Katy and Midland Valley Railroads.

Write for Complete Information

SAND SPRINGS HOME INDUSTRIAL DEPT., SAND SPRINGS, OKLA.

WHO'S WHERE

E. F. Stone, the **Norfolk and Western Railway's** general western freight agent at Chicago, has been appointed general eastern freight agent at New York. He succeeds the late **G. A. Cruieger**.

The new general agent at Columbia, S. C., is **E. C. Vinyard**, commercial agent at Oklahoma City. **A. C. Mullany** of the Oklahoma City office has been named traveling freight agent there.

William H. Shenkle, a gas products engineer with the **Rockwell Manufacturing Company's Instrument Division** at **Tulsa, Okla.**, has been named chief engineer of the division.

Mr. Shenkle, a native of DuBois, Pa., was graduated from the Massachusetts Institute of Technology in 1951 with a mechanical engineering degree.

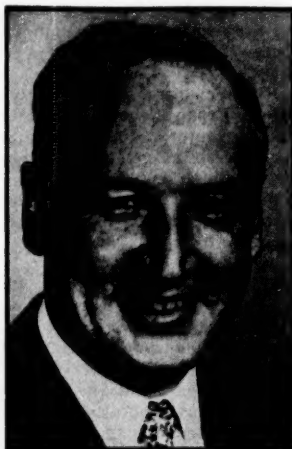
Central of Georgia Railway Co. announced that **Mr. A. G. Stanford** is appointed General Agent, headquarters 1130-35 Rand Tower, 527 Marquette Avenue, Minneapolis 2, Minn.

Also **Mr. J. R. Straughan** is appointed Commercial Agent, headquarters 1130-35 Rand Tower, 527 Marquette Avenue, Minneapolis 2, Minn.

In addition, **Mr. W. E. Rebenschled** is appointed Traveling Freight Agent, headquarters 1580 Woolworth Building, 233 Broadway, New York 7, N. Y., vice **Mr. A. J. W. Handwork, Jr.**, promoted.

Thomas M. Murphy has been appointed Manager of Industrial Sales of the **Alemite division of Stewart-Warner Corporation**, succeeding **E. Ralph Harris**, who has become distributor of Alemite lubrication products and Stewart-Warner instruments at St. Louis, Mo. Announcement of Murphy's appointment was made by **Gus Treffeisen**, distribution sales manager of Alemite.

Murphy has been a factory sales representative in the Industrial sales department since 1947. Prior to joining Alemite, following naval service as commander of a mine sweeper, he was lubrication engineer of the South Works of Carnegie-Illinois Steel Corporation, Chicago.



Thomas M. Murphy

Mr. Thomas B. Holcombe, formerly of the sales department, **Noland Company**, **Winston-Salem, N. C.**, has been appointed acting manager of that operation.

Two promotions in the traffic office of the **Frisco Railway** were announced recently in St. Louis by **T. H. Banister**, vice president-traffic.

The changes, which become effective July 1, involve **Gordon E. Head**, general agent, who will become traffic manager and **H. C. Prendergast**, commercial agent, who will succeed Head.

J. W. Tipton, freight traffic manager for the Frisco Railway, has been named general freight traffic manager.

Tipton will succeed **F. G. Baker** who recently was named vice president and executive general agent at New York City. **W. T. Rutherford, Jr.**, traffic manager at Tulsa, Okla., will succeed Tipton; **Bruce F. Mahon, Jr.**, general agent at Kansas City, Mo., will succeed Rutherford; and **T. M. Mahon, Jr.**, commercial agent at Pittsburgh, Pa., will succeed Mahon.

Charles Thompson has been appointed group leader in dyeing application for **The Chemstrand Corporation**, **Decatur, Alabama**, Dr. **Frank J. Soday**, vice president in charge of research and development announced.

Mr. Thompson, a native of Bern, Switzerland, has many years of experience as a chemist-colorist. He was chemist-colorist in charge of New York sales division laboratory for the Burlington Mills Corporation. Prior to this he was superintendent of dyeing and boss dyer for Po-



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AFFILIATED NATIONAL HOTELS



ALABAMA HOTEL ADMIRAL SEAWAY HOTEL THOMAS JEFFERSON	ARKANSAS HOTEL CLOVIS HOTEL WADE HAMPTON	ARIZONA HOTEL STEPHEN F. AUSTIN HOTEL BROWNWOOD HOTEL BAKER HOTEL TRAVIS HOTEL CORTES	ARIZONA HOTEL BUCKNER HOTEL GALVEZ HOTEL ZAN LARITE CORDONADO COURTS HOTEL PALAZO HOTEL LUSBOCK HOTEL FAIR HOTEL CACTUS HOTEL SHERIDAN ANGEL'S COURTS	CALIFORNIA HOTEL BUCKNER HOTEL GALVEZ HOTEL ZAN LARITE CORDONADO COURTS HOTEL PALAZO HOTEL LUSBOCK HOTEL FAIR HOTEL CACTUS HOTEL SHERIDAN ANGEL'S COURTS
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A new world of tranquil beauty . . . days that sparkle with brilliant sun . . . nights that are cool enough for blankets. A perfect place to loaf your time away . . . or enjoy tennis, fishing, swimming, golf, horseback riding, or mountain climbing in the picturesque mountains of Virginia . . . Choice of superb resort hotel accommodations or secluded rustic cottages.

tomac Dyeing and Finishing Company, at Hagerstown, Maryland, and with Columbia Piece Dyeworks, a division of Schwarzenback and Huber, at Columbia, Pennsylvania. He was a consultant on dyeing and finishing problems for Queen City Textile Mills, at Allentown, Pennsylvania, and Narricut Fabrics Corporation at Philadelphia.

Mr. Thompson received a master of science degree in organic chemistry from the University of Charlottenburg in Berlin, Germany, and later, a diploma as dyer and textile engineer was conferred at the Textile Institute of Krefeld, Krefeld, Germany.

Mr. Thompson is credited with the discovery of methods for fast color dyeing of acetate and processes for preventing destruction of chrome colors when dyed in iron machines.

McKinney Mfg. Co., Pittsburgh, has changed the sales territory of Harold Toop, who for the last two years has been representing the company's builders hardware line in southeastern states.

Mr. Toop will move from York, South Carolina into a more central location in his new territory that includes Alabama, Mississippi, and western Tennessee. He also will cover Nashville, Tenn.

Mill products sales for Scovill Manufacturing Company in the Carolinas, Northern Georgia and Southern Virginia are handled by William (Bill) G. Morris from the company's Greensboro, N. C.,



Bill Morris

office located at 1108 East Wendover Avenue.

Bill started full time operations in this territory last November when he was transferred from the brass firm's New York City sales office where he had spent two years.

During World War II he was a member of the United States Army Air Force. Prior to entering the service he attended Rensselaer Polytechnic Institute where he received his Bachelor of Science degree in management engineering. He was a member of Sigma Phi Epsilon fraternity.

The Ruberoid Co., a leading asphalt and asbestos building materials producer, has appointed Donald R. Mason, Jr. and William Lawrence Rabey to be sales representatives. The team will serve distributors on the west coast of Florida extending from the Tampa Bay area south to Naples; inland through Polk County and down through the ridge section of Lake Okeechobee.

Mason was transferred from the company's Baltimore division, where he was a sales representative for three years. Bill Rabey has been in the building materials business for 15 years as a sales representative of the Dixie Asphalt Products Corporation of Savannah, which Ruberoid acquired in March of this year.

Gordon H. Dalton, formerly a floor winder in the continuous fiber glass forming department at the Fiber Glass Division of Libbey-Owens-Ford Glass Company, Parkersburg, W. Va., has been promoted to foreman on special assignments, it was announced by D. L. McClure, plant manager.

Prior to joining LOF, Mr. Dalton was employed with the McCue Venetian Blind Co., Vienna, W. Va.

Mr. McClure said Dalton's advancement from hourly employee to the supervisory staff is in keeping with company policy to train and develop qualified workmen within the organization. He succeeds Richard A. Hawkins, promoted to shift foreman to fill a vacancy.

These buildings "think" about tomorrow

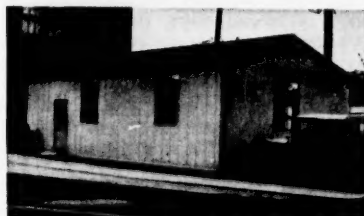
Armco Steel Buildings are designed to help you with problems of industrial expansion in the years to come. They are easily extended with standard building parts, or may be completely dismantled and re-erected on a new site without loss of material.

Armco Buildings offer simplicity of erection, fire-resistant all-steel construction, weather-tightness and low erected cost.

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of steel framework covered by corrugated metal sheets, are larger structures. Clear span widths are from 20 to 100 feet. Any length.

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Series S Building



Series P Building

ARMCO DRAINAGE & METAL PRODUCTS, INC.

DIXIE DIVISION

619 Forsyth Bldg.

Atlanta, Georgia

SOUTHWESTERN DIVISION

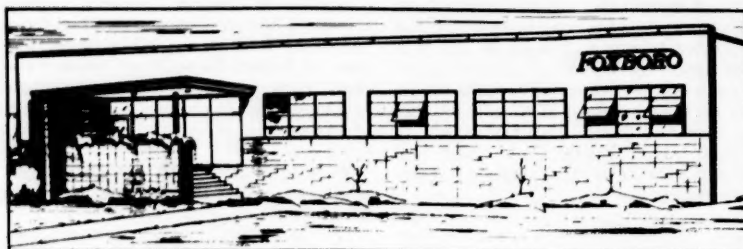
C & I Life Bldg.

Houston, Texas

Other Offices in Principal Cities

ARMCO STEEL BUILDINGS





Foxboro Factory in Dallas Holds Official Opening

Official opening of the recently completed Dallas branch factory of The Foxboro Company, Foxboro, Mass., was attended by customers, company officials and friends. The new 13,000 square foot building is the first of three key factories to be constructed by Foxboro this year in response to the increasing demand by industry for process measurement and control instrumentation. Others are being built in San Leandro, California, and Pittsburgh, Pennsylvania.

The visitors, representing major industrial firms of the Dallas area, included instrument men, process engineers and officials of petroleum, chemical and natural gas concerns.

Interest centered on the specially designed facilities for the assembly and repair of instruments and other control system components. Divided into assembly and repair sections, the factory is equipped to manufacture such instruments as flow meters, recording pressure gauges and pneumatic controllers which, in serving oil and gas producers, must be available for immediate delivery.

Assembled instruments are stocked in a warehouse section, as are instrument

parts, accessories and control valve components.

It was pointed out by shop manager T. L. Garvin that the new factory facilities practically double the capacity of the former shop.

Iron and Steel Exposition Expects Bumper Attendance

Visitors in excess of 15,000 from all branches of the iron and steel and allied industries are expected to attend the 28th Iron and Steel Exposition if early interest and the sell-out of exhibit space is any criterion. The Exposition and Annual Convention of the Association of Iron and Steel Engineers is scheduled concurrently for the Cleveland Public Auditorium from September 28 through October 1. All technical sessions and Conventional activities will also center in the auditorium, according to T. J. Ess, managing director of the Association of Iron and Steel Engineers.

As has been the policy of the AISE in the past, the exhibits and all technical sessions will be open to both members and non-members. No registration fee is required for any person identified with the iron and steel or allied industries. It will not be open to the public.

Free tickets will be widely distributed throughout the industries prior to the Exposition, but are also available on request from the AISE headquarters, 1010 Empire Building, Pittsburgh 22, Pa.

Obbard Heads American Bridge U. S. Steel Corp. Division

The appointment of Norman B. Obbard as president of the United States Steel Corporation's American Bridge Division, was announced recently by Clifford F. Hood, president of the corporation.

Mr. Obbard, who succeeds Frank K. McDanel, who is retiring, began work with the Truscon Steel Company as a draftsman in 1924 and two years later joined American Bridge as an engineer in the tower department. He has been vice president and general contracting manager since 1946. Born in Cheltenham, England, he became a United States citizen in 1942.

Continental Foundry Installs \$3 Million in New Tools

Continental Foundry & Machine Company has completed installation of approximately \$3,000,000 worth of new machine tools in the machine shops of two of the company's plants—East Chicago, Ind., and Wheeling, W. Va., it was announced by M. G. Sternberg, president. The company also operates plants at Erie and Coraopolis, Pa.

Mr. Sternberg pointed out that installation of the new facilities will provide the company with a much greater capacity for the manufacture of rolling mill equipment and other heavy industrial machinery.



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F.O.B.
Ridgewood

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DAVISON PUBLISHING COMPANY

Executive, Production and Sales Offices at RIDGEWOOD, NEW JERSEY, U. S. A.

(Continued from page 16)

received bids for plant. Walk C. Jones, Jr., Archt.

TEXAS

AMARILLO—Seven-Up Bottling Co., c/o Donald M. Fitzpatrick, 701 W. 7th St., plans bottling plant.

BRENNHAM—Brenham Cotton Mills let contract to R. B. Butler, Inc., Box 471, Bryan, Tex., at \$23,193, for warehouse. Philip G. Norton, P. O. Box 1169, Bryan, Archt.

DALLAS—Dallas Power & Light Co. plans \$21,000,000 expenditure during 1954.

DALLAS—Dukaine Corp., Dallas, received bids for building at Winkler Drive & Hasbrook St. George W. Edwards, 1509-A Cochran St., Dallas, Archt.-Engr.

DALLAS—Pearl Beer Distributing Co., Dallas, let contract to W. Earl King, 1006 Fletcher, Dallas, at \$30,000, for addition to warehouse. George W. Edwards, 1509-A Cochran St., Dallas, Archt.

DALLAS—Texas & Pacific Railway Co. received bid of \$140,450 from Lee Emmert Engineers, 7622 N. Central Expressway, Dallas, for warehouse and office building. Wyatt C. Hendrick, 904 Ft. Worth Ave., Dallas, Archt.-Engr.

DUNCANVILLE—Southwestern Bell Telephone Co., Dallas, let contract to Phillips & Clyce, Dallas, for additions and alterations to dial building, Duncanville.

EL CAMPO—Southwestern Bell Telephone Co. received bids for dial building.

FLOUR BLUFF—Southwestern Bell Telephone Co. let contract to Burnett Constr. Co., Box 336, Corpus Christi, for dial building. Cato, Austin & Evans, 2401 LeBranch St., Houston, Archts.

FORT WORTH—Mark Frederick & Sons, 1018 Taylor St., Fort Worth, received bid from Horace O. Duncan, 2917 Bryan St., Fort Worth, at \$55,501, for sales office, warehouse and shop. Forest Park at E.W. Freeway, Preston M. Green, 1607 Fort Worth National Bank Archt.

FORT WORTH—Records Storage Corp., Dallas, received bid of \$201,407 from Butcher & Sweeney, 806½ Taylor St., Fort Worth, for office building. W. 4th St. & Bailey Ave.

HOUSTON—Breitenbach Corp. plans warehouse building on Nagle St., bet. Dallas & Lamar. Theo. F. Keller, 978 M & M Bldg., Houston, Archt.

HOUSTON—F. W. Heltmann Co., 113 Main St., Houston, to construct plant on 10½-acre tract in industrial district off Clinton Dr.

HOUSTON—Liquid Carbonic Corp., Chicago 23, let contract to J. F. Pritchard, Kansas City, Mo., for carbon dioxide plant on Houston Ship Channel. Expect to break ground in August.

HOUSTON—Seismic Exploration Co. plans laboratory building. Lloyd & Morgan, 4805 Montrose Blvd., Houston, Archts.

HOUSTON—Wonder Rice Mills, Clinton Drive, Houston, let contract to O'Rourke Constr. Co., P. O. Box 7557, Houston, for \$50,000 storage warehouse. Harry A. Turner & Charles E. Geyer, 2502 Robinhood St., Houston, Archts.

MARLIN—Marlin Frozen Food Lockers Co., Inc., plans frozen food locker. Harwood Taylor, 5009 Fannin St., Houston, Archt.

MCCLENNAN COUNTY—Phillips Petroleum Co. let contract to H. B. Zachry Co., Construction Division, Box 2570, San Antonio, for \$2,500,000 Jato plant.

FORT ARTHUR—Koppers Co., Inc., plans polyethylene plastics plant.

POTTSBORO—Southwestern Bell Telephone Co., 308 S. Akard St., Dallas, let contract to Otis Engineering & Construction Co., P. O. Box 292, Denison, for community dial building.

SAN MARCOS—Cone Mills, Inc., Greensboro, N. C., plans \$8,000,000 textile mill.

WACO—Sunbright Mfg. Co., c/o Lester Englander, 424 S. First St., Waco, let contract to Waco Constr. Co., P. O. Box 4006, Waco, for \$23,880 warehouse. Spicer, Bush & Witt, 503 Amicable Bldg., Archts.

WEST FORT ARTHUR—Gulf Oil Corporation received bids for 19th Street Locker building. Stone & Pitts, 1872 Calder Ave., Beaumont, Archts.

WHARTON—Chemical Enterprises, Inc., New York, have purchased Gulf Liquid Fertilizer Co., Wharton, and will continue as independent unit. New distribution facilities to be installed.

WICHITA FALLS—Wichita Falls Industrial Foundation let contract to W. E. Best Constr. Co., P. O. Box 1409, at \$39,650, for boiler plant, Walnut at Virginia.

VIRGINIA

VIRGINIA—Shenandoah Gas Co. plans 39-mile pipeline from Strasburg, Va., to Martinsburg, W. Va.

PETERSBURG—Atlantic Coast Line Railroad Co. let contract to R. G. Martz Co. for combination station.

RICHMOND—Brown Distributing Co. received bid of \$32,264 from F. Scott Rice, Richmond, for warehouse and office building. H. Carl Messerschmidt, Richmond, Archt.

RICHMOND—Chesapeake & Potomac Telephone Co. of Virginia, 703 E. Grace St., Richmond, to receive bids for building 10 N. Nansemond St. Baskerville & Sons, 2313 W. Cary St., Richmond, Archt.

RICHMOND—Imperial Tobacco Co., Ltd., Richmond, received bids for garage building. H. Carl Messerschmidt, Richmond, Archt.

RICHMOND—Paul W. Jacobs, 3409 W. Leigh St., received bids for warehouse and office building. H. Carl Messerschmidt, Richmond, Archt.

RICHMOND—Prentice Poultry Co. let contract to Bass Construction Co., Richmond, for poultry plant, Hopkins Road and Holly Springs Ave. H. Carl Messerschmidt, Richmond, Archt.

RICHMOND—Texas Co. plans \$500,000 storage plant and terminal on 74-acre tract.

RICHMOND—A. Lynn Thomas Co. received bids for warehouse and office building, 2506 W. Cary St.

STRASBURG—Shenandoah Pub. House received bids for two additions. J. Raymond Mims & Son, Arlington, Va., Archts.

SUFFOLK—Thomas J. Lipton, Inc., Hoboken, N. J., let contract to Stone & Webster for \$1,700,000 tea processing plant. Roger W. Naef, Jackson, Miss., Archt.

YORKTOWN—Pan American Refining Corp. plans multi-million-dollar refinery.

WEST VIRGINIA

WEST VIRGINIA—Shenandoah Gas Co. plans 39-mile pipeline from Strasburg, Va., to Martinsburg, W. Va.

CHARLESTON—Lowenstein & Sons received bid from A. G. Higginbotham Co., Charleston, for \$209,700 warehouse. Grelfe & Daley, Archts.

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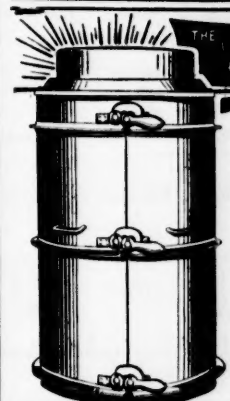
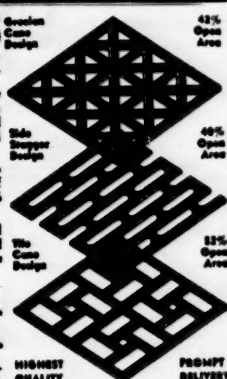
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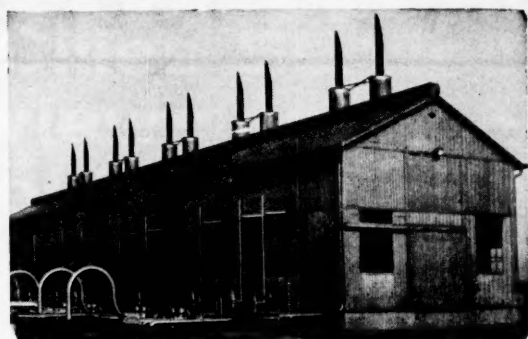
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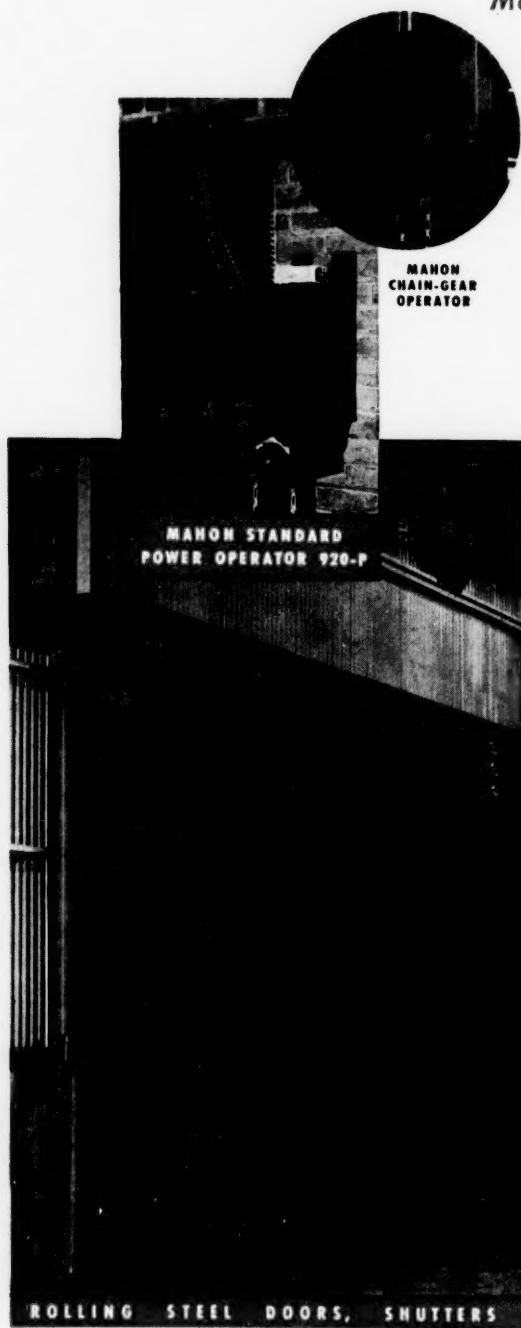
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